A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

February 9, 1970

International Commerce

Exporters eye Norway's economic tightrope

U.S. sales in 50 markets: total up, but share slips

How French changes challenge marketers

A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds

Company News

COMPUTER SERVICES—Computer Data Enterprises, Inc., Jenkintown, Pa., a software and facilities management corporation, has entered into association with INTECH Australia, Ltd., Melbourne, an on-line systems specialist. Computer Data and INTECH plan to begin their efforts by assisting in implementing passenger check-in systems for several airlines and airports in Southeast Asia.

OFFICE EQUIPMENT—Xerox Corp., Stamford, Conn., and the Rank Organisation Ltd., London, have announced an expansion of Rank Xerox Ltd.'s activities. In addition to office copying equipment, Rank Xerox will manufacture and distribute computers and related electronic data equipment and services and educational and library products services.

HYDRAULICS—The Warner & Swasey Co., Cleveland, announced the completion of two foreign license agreements for the line of hydraulic cranes manufactured by its Construction Equipment Group. One agreement is with Shin Meiwa Industry Co., Ltd. in Tokyo, and covers manufacturing in Japan and sales rights in that country and the Far East. The W & S cranes will be manufactured in Kobe. Corpet-Louvet & CIE of La Courneuve, near Paris, received the second license and will sell to European Common Market and Middle Eastern countries.

CONSTRUCTION—Stone & Webster Engineering Corp., Boston, has announced a $25 million contract with Philippine Petroleum Corp. to initiate basic engineering for a lube-oil refinery to be built at Pililla, Luzon. The work will include tankage and associated off-site work at the location, which is near Manila. The new facilities will produce a variety of lube base stocks to meet present and projected Philippine requirements. Completion is scheduled for 1972.

TRAVEL SERVICE—American Express Co., New York, launched a Swiss Franc Travelers Cheque in cooperation with six Swiss banks. The Swiss cheque is the first European currency American Express note issued since 1936. The cheques will be sold by the network of 400 American Express offices in 34 nations.

Newsletter

The trade show that outgrew the London U.S. Trade Center kept adding to its stature all the way to its close. The exhibition of data communications equipment began as a Trade Center promotion but attracted so many participants it had to be shifted to larger quarters, at the Bloomsbury Centre Hotel. At show's end in late January the 50 exhibitors had met 4,777 registered visitors, sold $1,277,000 in equipment on the floor and project 12-month sales at $26,146,000. Exhibitor A. L. Wilkes, President, American Data Systems, summarized: "Exceptionally well organized—in terms of expected revenues and high level contacts . . . it compares favorably with the leading U.S. exhibition."

Industry and Government came together in an important conference along the road to international standardization. It happened last month in Geneva at a meeting called by the Economic Commission for Europe. The official U.S. delegation consisted of a four-man Commerce Department team headed by Richard O. Simpson, Deputy Assistant Secretary of Commerce for Product Standards. With them was an invited advisory group from the American National Standards Institute, Inc., headed by Managing Director Donald L. Peyton.

Sixty-sixth in a trade mission series. That's the remarkable designation that International House in New Orleans is able to place on its spring mission to Europe. And the 67th will go to Japan in the fall, with a stop at the World Trade Centers Association Congress. International House has been sending such missions abroad since its founding in 1943.

Moon rocks by NASA, and a six-story air-bubble building by U.S. Travel Service, will be part of the U.S. presence at Expo '70 opening soon in Japan. But another part of that presence will be U.S. businessmen, combining their fair visits with opportunities to investigate profitable trade links. Their activities could have a significant effect on the course of U.S.-Japan trade policies in the '70's.

One of the possible signposts to trends affecting trade in the '70's has come from South Africa, where some shifting to metric weights and measures became effective on Jan. 1. U.S. exporters are now required to label some packaged goods for South Africa in terms to meet the new regulations. American businessmen may find the metric question demanding more and more of their attention in the coming decade.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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in this issue

The featured stories in this issue are examples of periodic economic reporting. The World Market Report on pages 2-5 is prepared four times a year by Commerce's International Trade Analysis Division. The report from France on page 16 by the U.S. Commercial Affairs Counselor is an annual Trade Outlook article, one of 58 such reports submitted from as many countries. The report on page 19 from Norway is a semi-annual Economic Trends report from the U.S. Embassy at Oslo. Such semi-annual reports are published each year from 55 countries.

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International Commerce

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Major traders purchase more goods from U.S.

World imports climb sharply but our percentage share is slipping in most markets

All but a dozen of this country's 50 leading markets increased their purchases of U.S. products during the latest 12 months for which statistics are available. All but five, however, also stepped up their imports from all sources and generally showed high rates of growth.

Our relative position improved or held steady in two-fifths of the principal countries as shown in the accompanying table. U.S. share losses occurred mainly in the developing areas. Losses of export sales because of the prolonged dockstrike in the early months of 1969 had an adverse effect on our standing in many markets.

Of our ten largest markets, all except India bought more U.S. goods. Italy and Canada recorded the sharpest increases in imports from the United States but France, Japan, and Germany were close behind. Despite the generally greater demand for this country's products, our market share among our prime customers went up only in the United Kingdom.

World imports soar

Buoyant economic conditions stimulated strong import growth in most of the world's developed nations. France led the expansion with a 28% gain, despite a slowdown in the volume of foreign purchases following the August devaluation.

Soaring levels of economic activity, stemming from booming domestic and foreign demand, resulted in an increase of nearly one-fourth in German imports. Continuing favorable business conditions, both at home and abroad, sparked a one-fifth rise in the inflow of foreign goods into Belgium-Luxembourg. Imports into the Netherlands and Italy advanced at rates only fractionally lower, as industrial production expanded substantially in both countries. As a result, total EEC imports grew by more than one-fifth.

Canadian foreign purchases advanced by 16%, a slight slowdown from the previously reported rate of gain. Partly responsible for the deceleration was the smaller rise in agreement-tied automotive product imports from the United States. Japan, Switzerland, and Sweden reported increases of about 15%, representing an acceleration in total arrivals, particularly for Japan. As the economic restraints aimed at achieving a favorable balance of payments became increasingly effective, the rise in U.K. imports subsided.

Among the smaller developed nations, Greece, New Zealand, Ireland, Spain, Yugoslavia, and Denmark all recorded sharp advances, ranging between 16 and 22%. The rise in Norway's imports was limited to 3% largely because of reduced deliveries of vessels from foreign shipyards.

Taiwan, Korea, Argentina, and Nigeria, each recording gains of about one-third, were in the forefront of the import expansion among developing countries. Booming business conditions, induced mainly by strong export growth and larger investments, were the prevailing factor behind the increase in foreign purchases by Taiwan and Korea. Benefiting from a stabilization drive, Argentina's economy showed a healthy growth and again stepped up its rate of absorption of goods from abroad. The Nigerian gains represented mainly continued recovery from the exceptionally low import levels induced by the disruption from the civil war; included in the higher inflow were heavy shipments of oil-industry equipment.

Reduced requirements for foreign foodgrains due to better domestic crops and the slow rate of investment growth were among the leading causes of India's one-fourth import reduction. The cutback in Peru's foreign purchases was due primarily to depressed business conditions and import restrictions.

U.S. share trimmed

Although nearly all of the economically advanced nations increased their purchases of U.S. products, our relative position slipped in about half of these markets. Most of the developing countries also reported higher imports from this country but among this group the decline in the U.S. share was even more widespread.

Italy was the most expansive of our top ten outlets as arrivals of U.S. products rose by 16%, only marginally below the increase from all sources. Aircraft contributed most to the advance in deliveries from this country but increases in copper, power generating machinery, transistors, and electric measuring and controlling instruments also helped offset further declines in imports of coal and cotton. Continuing to lag slightly behind the growth in total imports, Canadian purchases of our goods rose by 15%. Although the inflow of automotive products again provided the bulk of the gain, arrivals of U.S. machinery were also sizably higher.

The 14% increase in French imports from the United States was only half as large as the rise in total purchases. Principally responsible for the nevertheless significant U.S. gains were coal, organic chemicals, copper, transistors, and some machinery items.

Japan and Germany were also buoyant outlets for American goods. The one-eighth increase in imports from the United States was the highest rise reported in the past year by Japan and in several years by Germany. However, our relative position on both markets deteriorated further. Logs, iron and steel scrap, coal, chemicals, aluminum, aircraft, and machinery figured prominently in increased purchases by Japan; tobacco, office machinery, copper, transistors, and measuring and controlling instruments, by Germany.

In the remaining EEC markets, the Netherlands and Belgium-Luxembourg, our standing weakened as purchases of U.S. goods rose only moderately. A decline in imports of feedgrains limited this expansion.

The United Kingdom bought proportionally more from the United States than from all other sources combined. The gain in imports from this country was only a modest 7%, however, as increased spending on aircraft was partly offset by falling requirements for corn, tobacco, and organic chemicals.

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The surge in imports of U.S. aircraft accounted for most of the three-fifths gain in Greek and of the two-fifths rise in Irish and Finnish purchases in this country. Our share of the three markets, moreover, expanded substantially. Among other smaller economically advanced countries where our relative position also improved were Turkey, Norway, and New Zealand, all of which increased their imports from the United States by between one-sixth and one-fifth. Norway and New Zealand boosted their buying particularly of U.S. aircraft, while Turkey received larger shipments of wheat under the PL-480 program and greater deliveries of fertilizers. On the other hand, our position weakened in Sweden and Australia, despite their slightly higher purchases in this country.

Our standing also deteriorated in Switzerland, Denmark, Austria, and Portugal but this drop resulted from leveling or curtailing purchases in the United States. Lower expenditures on aircraft were the key factor preventing any overall increase in imports into Switzerland and Portugal. Austria reduced imports of U.S. machinery and tobacco and Denmark curtailed the inflow of U.S. feedgrains and distillate fuels.

Bolstered by larger shipments of wheat and pipe, pumps, construction, and other machinery used in oil exploration and development, Nigerian imports from the United States jumped by 62%. Accelerating sharply, arrivals of U.S. products in Argentina advanced by nearly two-fifths. The gains were concentrated in iron and steel products and electric machinery. The inflow of U.S. goods into Singapore swelled by 28% with electric and nonelectric machinery accounting for much of the thrust to the expansion. Jamaican purchases of American aircraft provided virtually all of the one-fourth gain in imports from this country. On the strength of these increases, our share expanded in each of the above four countries. It merely held steady in Israel, however, despite a 23% increase in arrivals of U.S. products due to larger inflows of aircraft and nonelectric machinery.

India cut back imports from the United States by over two-fifths as the bumper crops of the past two years sharply reduced wheat requirements. Also lower were purchases of fertilizers, aircraft, and nonelectric machinery. Peru curtailed the influx of U.S. goods by one-fourth, with grains and aircraft accounting for much of the decline. Pakistan's reduction in imports from the United States affected primarily wheat and aircraft; arrivals of agricultural machinery, however, were substantially higher.

A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in INTERNATIONAL COMMERCE. *The preceding report appeared in the issue of Oct. 27, 1969. The article and accompanying table are prepared each quarter by the Commerce Department's International Trade Analysis Division.*

Reserves continue rise

The 50 major U.S. markets held $48 billion in official gold and foreign exchange reserves as of Sept. 30, 1969, up by $3.7 billion over the same period a year earlier. Although the industrialized nations, on the strength of a huge increase in German reserves, accounted for more than three-fourths of the overall gain, the developing countries recorded a sharper rise. Moreover, increases among the latter group were more widely distributed, with over two-thirds of the countries represented lifting official holdings. The developed nations, on the other hand, were almost equally divided between those gaining and those losing reserves.

Large-scale unrest in international money markets characterized much of the 12-month period ending Sept. 30, 1969. Underlying the weakening in reserve positions of most European countries was the heavy outflow of short-term funds, largely ascribable to expectations that the mark would be revalued and, to a lesser degree, the attractiveness of the Eurodollar market.

With its official holdings soaring to more than $12 billion, Germany again posted by far the largest gain in reserves—nearly $3 billion. The massive inflow of speculative capital intensified as the date of the German elections drew near and accounted for the bulk of the rise. The trade surplus was more modest in July-September 1969 than in previous quarters but contributed substantially to official holdings over the year. With the floating of the mark and its subsequent fixing at a higher value in October, short-term capital movements were reversed and German reserves fell sharply.

Japan continued to experience a heavy excess of exports over imports, both of which reached record heights, to register a gain of more than $900 million in official holdings. A drop in foreign purchases of Japanese securities kept the rise from being even higher.

Affected less by the massive shifts in international funds than most of its neighbors, Switzerland was the only West European country other than Germany to increase its holdings by more than $200 million. The rise in Ireland's reserves fell just short of that amount and was due principally to the transfer of the external assets of the commercial banks to the central bank. Canada recorded a sizable increase, bringing its total to just under $3 billion as foreign direct investment reached record levels.

With a gain of almost $275 million, Libya again led the developing countries in accumulation of reserves on the strength of its solid current accounts position built on oil receipts. Brazil did nearly as well, due largely to export expansion. The Republic of Korea recorded a marked rise in official holdings despite an increasing trade deficit as foreign capital inflows in the form of loans climbed sharply. Also in Asia, both India and Pakistan improved their reserve positions largely through good harvests and rising exports, although India's surplus in July-September declined from those of the previous two quarters. Higher proceeds from copper exports earned a solid gain in reserves for Chile. Most of the oil-producing countries continued to show at least modest improvement in their foreign exchange positions.

Sweden incurred the sharpest drop in official holdings which were down by two-fifths, or $400 million, from a year earlier. Speculative capital outflow was the major factor in their depletion. The long-standing drain on French reserves, stemming from the civil disturbances of May-June 1968, moderated following the 11.1% devaluation of the franc on August 10. Nevertheless, the loss for the year approached $370 million.

U.K. reserves incurred substantial losses on a year-to-year basis, but the decline was concentrated in the final quarter of 1968. Although the British payments position improved significantly during 1969, repayment of various international obligations kept holdings from rising.

Belgium-Luxembourg and Italy each lost over $200 million in reserves. Belgium was plagued by capital outflows throughout most of the year ending September 30. The raising of the discount rate in mid-1969 helped temporarily but devaluation by France put heavy pressure on the Belgian franc. Despite preventive measures, Italy, too, suffered from capital losses which more than offset the large current account surplus.

Israel incurred a decline in reserves of over $275 million as imports continued to rise and the net rate of capital inflow to slow down. Other developing countries whose holdings deteriorated over the period were widely scattered; prominent among them were the United Arab Republic, Argentina, and Thailand.

Bureau of International Commerce

World

The 50 markets shown below accounted for 90% of 1968 imports into all free-world foreign

Value in millions of dollars

Published

Country	1968 Imports			1969 Imports January through latest month				Import change in latest available 12-month period compared with preceding 12-month period		Reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1968	1969
Germany, Fed. Rep. of	20,150	2,173	10.8	Nov.	22,819	2,373	10.4	+23	+13	9,189	12,178
United Kingdom	18,958	2,539	13.4	Nov.	18,268	2,475	13.6	+ 5	+ 7	2,717	2,434
France	13,929	1,319	9.5	Oct.	14,412	1,213	8.4	+28	+14	4,374	4,006
Japan	12,988	3,529	27.2	Oct.	12,298	3,299	26.8	+14	+13	2,380	3,299
Canada	12,446	9,118	73.3	Nov.	13,033	9,484	72.8	+16	+15	2,727	2,949
Italy	10,253	1,193	11.6	Aug.	7,990	920	11.5	+17	+16	5,584	5,370
Netherlands	9,291	1,014	10.9	Oct.	9,000	856	9.5	+16	+ 6	2,471	2,365
Belgium–Luxembourg	8,333	689	8.3	Sept.	7,267	532	7.3	+20	+ 7	2,416	2,176
Sweden	5,124	474	9.3	Sept.	4,288	381	8.9	+15	+ 6	948	546
Switzerland	4,513	404	9.0	Oct.	4,306	356	8.3	+15	– (1)	2,932	3,218
Australia	4,382	1,156	26.4	Sept.	3,319	793	23.9	+ 6	+ 2	1,442	1,514
Spain	3,523	590	16.8	Oct.	3,450	572	16.6	+18	+10	1,120	981
Denmark	3,212	274	8.5	Oct.	3,093	235	7.6	+16	– (1)	484	315
South Africa, Rep. of	2,892	513	17.7	July	1,815	304	16.8	+ 8	+11	1,339	1,406
Norway	2,706	206	7.6	Oct.	2,330	192	8.2	+ 3	+16	692	601
India	2,508	875	34.9	July	1,275	317	24.9	–23	–44	754	890
Austria	2,496	84	3.3	Nov.	2,577	75	2.9	+11	– 6	1,538	1,445
Brazil	2,132	685	32.1	June	1,054	287	27.2	+18	+11	251	505
Hong Kong	2,058	285	13.8	Nov.	2,207	297	13.5	+19	+13	(2)	(2)
Mexico	1,960	1,236	63.0	May	878	505	61.1	+10	+ 7	589	634
Yugoslavia	1,797	90	5.0	Aug.	1,414	66	4.7	+17	+ 4	116	173
Venezuela	1,697	864	50.9	June	828	402	48.6	+15	+14	845	878
Singapore	1,661	114	6.8	Sept.	1,468	112	7.6	+16	+28	(2)	(2)
Finland	1,593	72	4.5	Oct.	1,624	83	5.1	+21	+36	327	272
Korea, Rep. of	1,468	452	30.8	Aug.	1,148	313	27.3	+32	+16	381	529

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1968 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. valuation to a c.i.f. valuation for the following: Australia, Canada, the Republic of South Africa, and Venezuela.

Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

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market report

markets and 92% of imports from the United States.

quarterly

Country	1968 Imports			1969 Imports January through latest month				Import change in latest available 12-month period compared with preceding 12-month period		Reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1968	1969
Greece	1,392	107	7.7	Aug.	1,022	110	10.8	+22	+64	297	313
Iran	1,386	238	17.2	July	842	113	13.4	+11	− 8	273	314
Philippines	1,280	415	32.4	Sept.	950	278	29.2	− 1	−10	170	129
Portugal	1,178	86	7.3	Sept.	710	29	4.1	+ 8	− 5	1,313	1,390
Ireland	1,172	87	7.4	Aug.	926	76	8.2	+20	+40	429	628
Argentina	1,169	270	23.1	July	838	189	22.5	+32	+38	728	681
Thailand [3]	1,131	215	19.0	June	644	88	13.7	+17	+ 8	1,041	999
Israel	1,081	245	22.7	Sept.	928	220	23.7	+23	+23	752	476
Pakistan	996	300	30.1	Oct.	850	210	24.7	+ 1	−15	203	324
Taiwan	903	240	26.6	Sept.	814	210	25.8	+34	+17	417	461
New Zealand	895	108	12.1	Sept.	746	87	11.7	+20	+21	140	132
Turkey	770	122	15.8	Sept.	576	93	16.1	+ 4	+17	112	186
Chile	743	286	38.5	....	...	...	...	+ 2	+11	166	269
U.A.R. (Egypt)	666	37	5.6	....	...	...	...	−16	−46	181	133
Libya	645	109	16.8	....	...	...	...	+35	+81	626	898
Colombia	643	322	50.1	Sept.	547	240	43.9	+16	+ 8	135	189
Peru	630	237	37.7	Sept.	447	137	30.7	−12	−26	105	136
Kuwait	611	105	17.1	....	...	...	...	+ 3	−19	157	199
Nigeria	541	63	11.6	Aug.	449	57	12.7	+31	+62	123	133
Trinidad and Tobago	420	63	15.1	Sept.	336	49	14.6	+ 9	+12	50	52
Jamaica	383	148	38.6	June	223	99	44.3	+15	+24	137	140
Panama	266	104	39.0	Feb.	38	11	27.6	+ 4	− 4	76	[4] 104
Ecuador	244	86	35.0	June	125	38	30.7	+17	+ 5	61	57
Costa Rica	214	81	37.8	Apr.	67	22	32.2	+11	+11	22	23
El Salvador	214	62	28.9	....	...	...	...	− 4	−11	72	40

[1] Less than 0.5 percent.

[2] Not available.

[3] Port of Bangkok only.

[4] End of June.

Source: Official Trade Statistics of listed countries.
International Monetary Fund, *International Financial Statistics.*

Pan Am mobile trade fair/mission reports good results from tour in five Southeast Asian countries

Electronic scientific instrument displays and technical seminars attracted prospective buyers in all areas visited

"An unqualified success" is how a Pan American World Airways mobile trade fair/mission described its business tour to Southeast Asia recently.

"We were able to draw to the exhibition the important people related to electronic industries," said Mission Director Gordon Fromm, of Tektronix, one of six U.S. companies represented on the airborne fair/mission to Singapore, Malaysia, Thailand, Hong Kong, and Taiwan in the fall.

The mission accompanying the mobile exposition of electronic scientific instruments was comprised of direct representatives of the exhibiting firms. Each of the companies displayed relatively new products or products which they felt were applicable to the Southeast Asian market.

"Standing room only" described attendance at all of the technical seminars scheduled during the exhibitions.

Handling them helps

Observing and handling the instruments is more effective than reading a brochure describing them, the participants claimed, and the hundreds of prospective customers who attended seemed to agree: many asked for quotations.

The six companies, from widely separated parts of the United States, demonstrated advanced electronic instruments to almost 2,500 prospective customers in the five Southeast Asian areas in a span of about five weeks, requiring the repeated movement of 2½ tons of goods. The operation—impossible, they said, without U.S. Government and Embassy assistance—was well worth the effort.

Director Fromm reported that the participating firms estimate sales during the next year or so at about $500,000.

Extra benefits

Supplementary advantages of the mission/fair's tour included the participants' opportunities to work with their local representatives, train them in their principals' latest products, and evaluate the effectiveness of their organizations.

Companies exhibiting, and their representatives on the mission, were: Electronic Associates, Inc., West Long Branch, N.J., R. A. Cookes; General Radio Co., West Concord, Mass., John Pfaffman; Instron Corp., Canton, Mass., Peter Serjent; John Fluke Mfg. Co., Seattle, Wash., H. W. Carlson; Tektronix, Inc., Beaverton, Ore., Gordon Fromm, Jerry Racanelli; Telonic Industries, Long Beach, Calif., Nils Strid.

Earlier successes

This was the third mobile trade fair/mission to be sponsored by Pan Am under the Commerce Department's industry-organized Government-approved trade missions program. The first was in 1967, when executives of six U.S. companies in the medical electronics equipment field flew their displays by jet to Caracas, Lima, Sao Paulo, and Buenos Aires—resulting in sales of almost $450,000. The second, last spring, took airborne exhibits to Mexico City, Santiago, Buenos Aires, Rio de Janeiro, and Sao Paulo. Participants have estimated that sales resulting from the spring tour will amount to more than $700,000.

Instrumentation study to begin

Under a new international market research program begun last spring by the Commerce Department's Bureau of International Commerce, a study of the market potential for instrumentation in at least 20 countries is scheduled to be inaugurated this year.

Among overseas exhibitions of various kinds of U.S. instruments in the next few months will be the following: Transducer instrumentation, Milan Trade Center, June 16-20; analytical instrumentation, Paris Trade Center, Sept. 22-26; International Instruments Electronics and Automation Fair, London, May 11-16; and measuring, recording and control instrumentation for the chemical industry (ACHEMA), Frankfurt, June 17-24.

For information on participation, or on additional exhibitions, **write:** Commercial Exhibits Programs, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.

PAN AM MOBILE FAIR/MISSION to Southeast Asia set up exhibits at every stop. Below, Gordon Fromm (center) of Tektronix, Inc., demonstrates his firm's products to interested viewers in Kuala Lumpur, Malaysia. The airborne fair/mission also visited Singapore, Thailand, Hong Kong, and Taiwan.

Two German traders, nine firms denied U.S. export rights

Failed to explain disposition of strategic U.S. electronic items

U.S. export privileges have been denied to nine firms and two individuals in and near Munich, Germany. The Department of Commerce announced that the order was issued because the principal parties to a transaction involving strategic electronic equipment exported from the United States failed to account for their handling and disposition of the goods.

The principal parties are Erwin Brandenstein and two firms he controls, Wilhelm Roth GmbH and Interelektrik GmbH, all of Munich, and the firm ELWEA and its owner Walter Kunte of Unterwoessen-Raiten, near Munich.

Investigation by the Office of Export Control in the Department's Bureau of International Commerce (BIC), disclosed that in the spring of 1967 a U.S. manufacturer exported to a Munich firm controlled by Brandenstein, strategic electronic equipment used in the manufacture of semi-conductors and transistors. The equipment was handled by the Roth and Interelektrik firms and was sold subsequently to ELWEA. Kunte, the owner of ELWEA, worked for Interelektrik.

He is reported to have sold the equipment to an individual who cannot be located.

BIC submitted written questions to these parties inquiring about their dealings with the equipment and its disposition, and also requesting documentation regarding the transaction. The parties failed to reply and, in accordance with U.S. export regulations, the order denying them export privileges was issued. The order will remain in effect until they answer or show good reason for failing to do so.

Brandenstein owns or controls several other firms in and around Munich. In order to prevent him from evading the denial order by dealing in U.S. goods through related firms, the restrictions of the order were made applicable to them. These related parties are:

Industrie Elektronik GmbH and Industrie Elektronik GmbH & Co. KG (IEM), Munich; Interelektrik GmbH & Co. KG, Bad Aibling; Panther Elektrik GmbH and Co. KG, Munich; Marcus-Elektronik GmbH, Munich.

Under the terms of the order all validated licenses in which any of the respondents or related parties has an interest have been canceled, and the parties, their agents, and employees are prohibited from participating in any transaction involving commodities or technical data exported or to be exported from the United States.

The U.S. Export Control Regulations provide that without authorization from the Department of Commerce no party may trade in commodities or technical data exported from the United States with a party he knows is subject to these sanctions.

Budget message treats trade, development

Among the sections in President Nixon's budget message was the following passage that deals with international trade and development:

Early in my Administration, we sought to identify more effective ways to encourage international development and stability with a limited availability of Government funds.

I have concluded that the answers lie in greater initiative by the countries we assist, more trade, a larger role for private enterprise, and increased reliance on cooperative, multilateral efforts. I strongly support international organizations as effective channels for development assistance.

We are urging all industrialized countries to reduce trade barriers against products of special importance to developing countries. I urge enactment of trade legislation now before the Congress that would reduce trade barriers and provide more equitable adjustment assistance to industries, companies, and workers injured by import competition.

We are encouraging private enterprise, both locally based and American, to bring its dynamism to the challenge of economic development. To enlarge the role of private enterprise still further, I will establish the Overseas Private Investment Corporation—a recommendation already approved by the Congress.

Trade and private enterprise by themselves are not sufficient. I am also proposing budget authority of $1.8 billion for the Agency for International Development to provide direct aid to developing countries. I will make further proposals to strengthen our aid programs based on a review by my task force on foreign aid.

BIC head to address AMA seminar on Latin policy

Two American Management Association courses have been scheduled to brief U.S. businessmen on Latin America and international credit.

A two-day orientation on the New U.S. Policy for Latin America—Effects on U.S. Business, will be held at New York's Barbizon-Plaza Hotel on Feb. 23-24. Speakers will include Harold B. Scott, Director of the Commerce Department's Bureau of International Commerce; Felipe Herrera, President of the Inter-American Development Bank; Jose DeCubas, President of both the Council for Latin America and Westinghouse Electric International; Guillermo Carey, Senior Vice President of the Anaconda Co., and Jose Rafael Bejarano, Vice President, Xerox Corp.

The seminar on Credit and Terms in International Trade, to be held at AMA's New York headquarters from Mar. 9-11, will give U.S. businessmen a country-by-country assessment of credit risks; show how to investigate and analyze the solvency and credit standing of overseas clients; outline successful action plans for reducing commercial and political risks, and provide valuable inside tips for taking out overseas credit insurance policies. Special attention will be focused on such vital areas as export credit information, collection and protection of accounts receivable, open account vs. current account, sight and time drafts, letters of credit and bankers' acceptances.

Write: American Management Association, AMA Bldg., 135 West 50th St., New York, N.Y. 10020

Eximbank backs Mexican purchase of U.S. generator

The Export-Import Bank of the United States has authorized a $1 million credit in favor of Comision Federal de Electricidad (CFE), of Mexico, to help finance the purchase from the United States of a mobile gas turbine generator unit, spare parts and services. Purchases of U.S. goods will total some $1.9 million.

Comision Federal de Electricidad is an autonomous agency of the Mexican Government which provides some 80% of the electric generating capacity of Mexico.

IN BAHRAIN, U.S. mission (above) visited Isa Town, modern housing project. Third from r., Sayed Ali Abdulrahman Al-Wazzan, pres., Bahrain Chamber of Commerce & Industry. Fourth from l., John Countryman, commercial officer, U.S. Con. Gen., Dhahran, Saudi Arabia, accompanied mission on tour to sheikhdoms.

Trade mission to Arab sheikhdoms sees chances for more U.S. sales, even though competition is growing

Businessmen report on their tour to Bahrain, Qatar, Dubai, and Abu Dhabi; recommend expanding promotion efforts

If the United States is to maintain its position as one of the leading suppliers to the Arabian Peninsula sheikhdoms—in the face of growing competition—U.S. business firms must actively seek a larger share of the market, according to a trade mission back from four peninsula states.

The mission, sponsored by the American-Arab Association for Commerce and Industry, last fall visited Bahrain, Qatar, Abu Dhabi, and Dubai to promote the sale of U.S. products and services, and to investigate opportunities for investment. It found favorable prospects for both.

Trade occupies an important role in the economy of these countries, the U.S. businessmen point out. The United Kingdom, Japan, and the United States are the region's principal suppliers—Britain maintaining a steady lead in three of the four countries. Japan replaced the United States as Bahrain's second supplier in 1967, and is the top supplier in Dubai.

Efforts to increase U.S. sales can be successful, given the high and established reputation which our products and services enjoy—a reputation that often offsets price considerations, the mission members say.

"The outlook for American investment varies from country to country and between one industry and another. While the capital resources of the region, both government and private, are ample to meet present needs, it is investment which brings U.S. technology, know how, and international marketing expertise which is sought."

In a report presented to the Commerce Department last month, the industry-organized Government-approved mission recommended the following steps:

► That new-to-market companies and firms trading with but not represented in the region make personal visits to evaluate new or expanded sales potential for their products.

► That interested companies, in cooperation with local chambers of commerce, organize roving promotional displays and take advantage of such activities as the U.S. Food Fair scheduled for Kuwait and Jidda in March and April.

► That companies with agency relationships strengthen them by paying more attention to local complaints, such as financing problems and the infrequency of visits by representatives.

► That groups of interested firms organize IOGA trade missions to the area.

Trade outlook

Other highlights of the mission report follow:

Oil revenues constitute the principal source of income in three of the countries visited; oil production in the fourth, Dubai, began in the last quarter of 1969.

For Bahrain, entrepot trade is the most important source of income after petroleum revenues. About 30% of Bahrain's noncrude oil imports (total 1968 imports, $109 million) are reexported to neighboring countries, and oilfield equipment and supplies are a substantial portion. Bahrain has a liberal trade policy with minor import duties and minimal restrictions.

Qatar is dependent on imports for all industrial and consumer needs. Of its estimated $50 million worth of imports

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annually, only 10 to 15% is reexported. Though importation is restricted to Qatari nationals and companies holding an import license, the license is valid for all types of goods and there are no exchange restrictions to impede trade. A uniform tariff of 2.5% ad valorem applies to all imports.

Abu Dhabi's trade has been soaring with rising oil revenues. Imports for 1969 are estimated in excess of $100 million, of which capital goods, including building materials, constitute close to 70%. Luxury items and a variety of consumer goods find in Abu Dhabi a thriving market. Trade policy is liberal and a duty of 2.5% is applied to most imports.

Dubai is the major commercial center of the Trucial States. Among its suppliers, Japan, Britain, Switzerland, and the United States lead an impressive number of countries from all continents. Last year's imports are estimated at the equivalent of almost $200 million, compared with a 1968 total of about $160 million.

Consulting services

Although the outlook for U.S. consulting services appears limited at present, a considerable volume of business could be generated within the next two or three years. Competition is severe, and the British have a strong foothold.

To qualify for bid invitations, in Bahrain, firms are required to apply to the Register of Commerce with a payment of $30. In Qatar, they should communicate with the Chamber of Commerce, a semi-official organization, and the Department of Petroleum Affairs; in Abu Dhabi, the Public Works Department or the Petroleum and Industry Affairs Department; in Dubai, the Office of Petroleum and Ruler's Affairs.

Investment

Generally, current investments by the private sector in the four states are in service enterprises such as hotels and travel agencies, and in industries such as bottling plants, petrochemicals, and fishing. Joint ventures with private capital are encouraged with or without government participation.

Coordinator of the mission was Jamal A. Sa'd of New York, executive director of the sponsoring association. Companies participating (based in New York unless otherwise indicated), and their representatives on the mission were:

Caltex Petroleum Corp., H. V. Bernard, Jr. and Laurie Said; Chase Manhattan Bank, Abderrahman Sa'i; Chemical Construction Corp., Carl Peterson and W. J. Moffat; Construction Materials International, Fort Washington, Pa., P. S. Vaianis; Dominick & Dominick, A. W. Wahabe; Fluor International, Los Angeles, John W. Kingston; Frederic R. Harris, Inc., John Warwar; IBM World Trade Corp., R. S. Hoyle; Chas. T. Main International, Boston, J. D. Campbell; Manufacturers Hanover Trust Co., Hassan Husseini; Trans World Airlines, J. I. Greenwald; Westinghouse Electric International, Joseph Pinto.

For additional information, **write:** mission coordinator Sa'd at the association's office, Suite 1701, 505 Fifth Ave., New York, N.Y. 10017.

AT DOHA INTERNATIONAL AIRPORT, mission says goodbye to Qatar Chamber of Commerce officials.

Agreement just signed was sparked by EDP trade mission to U.K.

An agreement signed recently between International Computers Ltd. (ICL) and Computer Data Systems International Ltd. (CDSIL) is a direct result of a trade mission the Commerce Department sent abroad last fall, according to Joseph H. Easley, CDSIL president. Easley was a member of the mission, which specialized in electronic data processing.

The mission to the United Kingdom sparked the initial contacts which developed into the agreement just concluded, Easley explained. "If we had not been on the trade mission," he said, "we would not be where we are today."

CDSIL, a newly formed subsidiary of Computer Data Systems, Inc., of Silver Spring, Md., was established to offer a time-sharing service throughout Europe. The company is expecting to install and operate a network of ICL computer systems extending from Sweden to Italy. In addition, ICL expects to place with CDSIL a programming contract for the development of a time-sharing and communications package to be used with the computer system.

Computer Data Systems is an organization of professional computer specialists providing services and support to user problems in business, scientific, and educational areas. The company was one of seven comprising the EDP group that went to the United Kingdom.

HOLDING THE 'E' FLAG at the presentation ceremonies in the Secretary of Commerce's office, above, right are E. H. Price, Jr., executive vice president of Tropicana, Commerce Secretary Maurice H. Stans, and Florida Senators Spessard L. Holland and Edward J. Gurney. Sampling Tropicana orange juice in Dijon, France, at the 1967 International Exposition of Foods, Wines and Gastronomy, left, is a fair visitor and Topicana hostess for Florida's citrus growers.

'E' citation for expanding exports awarded to Florida citrus firm

Tropicana Products Sales used trade shows, new packaging, foreign advertisements to increase orange, grapefruit juice sales

Between 1966 and 1968, Tropicana Products Sales, Inc., Bradenton, Fla., increased export sales of its fresh citrus products substantially. Participating in international trade exhibitions, designing new protective packaging, foreign language advertising and labeling, and establishing effective distribution channels were tools in Tropicana's export program. For this success, Tropicana received the Presidential 'E' award.

Tropicana processes and markets citrus products and manufactures and markets non-citrus beverage products. The firm, begun in 1954, employs 1,400 persons.

Before 1960, Tropicana was marketing citrus juices in fiberboard containers. However, the containers were fragile and their contents highly perishable, requiring exact temperature controls. These factors limited the marketing area to domestic areas where rapid transportation facilities were available, mostly in eastern states.

New packaging methods had to be developed featuring characteristics similar to those citrus juices packed in metal cans, and stabilizing the products' perishable nature, eliminating the need for strict temperature controls.

Tropicana developed and pioneered a method of packaging citrus juices employing the aseptic canning method and a glass container, which met all the firm's criteria.

Convinced it could supply the export market with a continuous source of high quality citrus juice, Tropicana participated in ANUGA, an international annual food show held in Cologne, in 1965 under a cooperative agreement with other members of the Florida Canners Association. This was the first time that pure Florida juice was displayed and sold in the European market.

Through participation in ANUGA, Tropicana held conferences with buyers from many countries, leading to sales in West Germany, the Netherlands, Belgium, Denmark, Switzerland and Sweden.

During a visit to Europe by Tropicana's vice president, an agreement was reached with a French firm to introduce Tropicana's pure Florida orange juice. The initial order totaled 14,000 cases. Foreign language labels were obtained and shipping began in January 1966.

An office in Brussels was established and a European sales manager was appointed to oversee marketing in August 1968.

As a result of Tropicana's activities, pure orange and grapefruit juices are being exported under 38 different labels in three-sized bottles. Recent changes in regulations in certain nations caused Tropicana to develop glass containers based upon the metric system.

To be able to service European customers in all seasons, Tropicana produces sufficient quantities of the juices in harvest season and stores them in their warehouse without cost to the customer.

Tropicana's export activities now extend into 20 nations.

Louisiana trade meeting

Louisiana's Third International Trade Seminar will be held Feb. 12-13 in Shreveport. The announcement was made by the Louisiana Polytechnic Institute, one of the sponsors of the event.

The seminar is designed to aid businessmen in the Louisiana area in finding new and profitable foreign outlets for their products and locating suppliers of raw materials. Toward this end the seminar's participants, who represent organizations and activities in many areas of foreign trade, will help to inform the local business community of new facilities that have been established in the past year to assist international traders.

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Budget Director, Pan Am head will address Midwest traders

33rd Chicago Mid-America conference meets Feb. 17-18; theme is U.S. changing role in trade in the decade ahead

Director Robert P. Mayo of the U.S. Bureau of the Budget, President Najeeb E. Halaby of Pan American World Airways and Economic Minister Frits Kupers of the Netherlands Embassy in Washington are among the featured speakers at the 33rd Chicago Mid-America World Trade Conference this month.

The conference will be held Tuesday and Wednesday, Feb. 17-18, at the LaSalle Hotel. Five addresses will be presented at each of two general morning sessions. Workshops and seminars are scheduled in the afternoons. Theme of the conference is "The 70's—America's Changing Role in World Trade."

This convention is the largest of its kind in the Midwest with 1,200 executives expected to attend. It is jointly sponsored by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago.

Donald Erickson, conference chairman and Chairman of the Board of Directors, Arthur Andersen & Co., Chicago, is directing attention to a national export goal of $50 billion by 1973. Attaining this goal, and how international trade might be affected by a new Administration, will concern the convention.

Speaking at the general session on Feb. 17 is Richard D. Higgins, Director International Division, Bell & Howell Co., Chicago, on Successful Marketing Programs: Consumer Products; Robert McLellan, Deputy Assistant Secretary of Commerce for Business Development, U.S. Department of Commerce, Washington, on Trade Policy—Trade Barriers (Progressive Policies to Bridge Barriers), and John B. Montag, Vice President, Caterpillar Tractor Co., Peoria, on the subject, Business Investment in Developing Countries.

At the morning meeting, Feb. 18, George W. Young, President, Abbott Universal, Ltd., North Chicago, Ill., will discuss Emerging Multi-National Firms (A Globeful of Opportunities in a One-Market World); Andreas F. Lowenfeld, Professor, New York University Law School, New York, will speak on Nationalization and Expropriation (Protection for Investments: Is It Possible?), and Rauer H. Meyer, Director, Office of Export Control, Bureau of International Commerce, U.S. Department of Commerce, Washington, on Trading with the Eastern Nation Bloc.

At workshop sessions, the following businessmen are scheduled to lead the seminars: Kenneth P. Kinney, Vice President, the Northern Trust Co. and President, Bankers' Association for Foreign Trade, Chicago, on Financial Considerations of Overseas Operations; Donald G. Ward, General Manager, Container Operations, General American Transportation Corp., Chicago, on A New Era in Transportation (Land, Sea and Air: New Trends, New Developments), and Clinton E. Frank, Chairman, Executive Committee, Clinton E. Frank, Inc., Chicago, on Advertising Programs that Pay.

Consent order for Italian firm helps clarify U.S. stand on technology exports

A consent order resulting from charges of violating U.S. export controls over technology has been entered against a large Italian engineering company, Snam Progetti, S.p.A. of Milan, Italy.

The U.S. Department of Commerce announced that the order does not cut off U.S. exports to Snam Progetti, but provides that the Department may do so summarily without notice in case of future export control violations by Snam or companies controlled by it. The Italian company consented to the order.

The Department said that the order intends to make it clear that under the U.S. export regulations, when a foreign company develops technology which is in whole or in part based upon or obtained from unpublished U.S. technical data that was contained in a package of technology originally engineered by a U.S. company to build or operate a plant or equipment, the resulting technology is still subject to U.S. controls.

The permission of the Office of Export Control is needed before such technology may be reexported to a proscribed destination.

AID amends guides for procurement of goods, services

Changes concentrate on late bids, shipping rules, reasonableness of price in construction bids

The Agency for International Development has amended its Capital Projects Guidelines, which were issued in January 1969.

The Guidelines cover rules to be followed in AID-financed procurement of engineering services, construction services, and equipment and materials. Each of these three categories is covered in two volumes, one dealing with U.S.-source procurement, the other with procurement from both U.S. and local country sources.

How to get them

AID has now issued amendments Nos. 1 and 2 to these Guidelines, covering principally clarifications of late bids, shipping rules (principally by deletion), and what constitutes reasonableness of price in construction bids.

For copies of the amendments, indicating the quantity desired, as well as requests to be placed on a new mailing list for any future amendments, **write:** Agency for International Development, AS/PR/DIST, Room B-927, 21st St. and Virginia Ave. NW., Washington, D.C. 20523.

The same address may be used to request copies of the Guidelines, stating the quantity and which of the following volumes are required:

M.O. 1442.1 TL 13:273—Borrower Procurement of Engineering and Other Professional Services of United States and Local Source and Origin.

M.O. 1442.2 TL 13:274—Borrower Procurement of Construction Services of U.S. and Local Source and Origin.

M.O. 1442.3 TL 13:274—Borrower Procurement of Equipment and Materials of U.S. and Local Source and Origin.

M.O. 1441.1 TL 13:270—Borrower Procurement of Engineering and Other Professional Services of U.S. Source and Origin.

M.O. 1441.2 TL 13:271—Borrower Procurement of Construction Services of U.S. Source and Origin.

M.O. 1441.3 TL 13:272—Borrower Procurement of Equipment and Materials of U.S. Source and Origin.

Space still open in Paris medical show for U.S. makers of modern equipment

Twenty-seven American manufacturers of advanced medical equipment, including 12 companies entering the French market for the first time, have signed to participate in the Paris U.S. Trade Center exhibition May 12-16. Limited display space is still available.

U.S. exporters supplied $1.3 billion worth of goods to France in the first 11 months of 1969, an increase of 10% over the previous year, and as much as exported to France in 1968. Of the more than $35 million in medical and surgical equipment France imported in 1968, the U.S. provided almost 20%. In 1968, approximately $6.9 million in U.S. electric and electronic equipment, excluding hearing aids, surgical instruments, therapy and orthopedic supplies went to French concerns, an increase of 143% over 1964.

Growing demands for better medical care are creating new markets for advanced U.S. medical equipment. With 6,086 hospitals and 59,205 doctors, the market for such equipment is substantial.

Sales opportunities exist for the following products in France: artificial kidney machines, pacemakers, electromechanical prosthetics, advanced surgical instruments, electromyographic equipment, ultrasonic diagnostic equipment, cardiac output computers, oscilloscopes and amplifiers, intensive care equipment, blood analyzers, and orthopedic instruments and implants.

At INTERMED '70, a medical equipment exhibition staged at the Stockholm Trade Center in November, seven agents were signed and floor sales of $128,901 were reported. Sales projections for the next year by the 32 exhibitors totaled $1.1 million.

For further information and an Exhibitors Export Market Guide, IMIS 69-87, contact Charles M. Whitley, U.S. Department of Commerce, (BIC-946), Washington, D.C. 20230 (202-967-4961).

German Book Fair open to U.S. firms; March deadline set

The 1970 Frankfurt Book Fair is scheduled Sept. 24-29 in Frankfurt. Application deadline for U.S. publishers and interested firms either directly or through overseas representatives is Mar. 15. The last Book Fair, largest event of its kind in the world, was held Oct. 8-13, 1969.

In the 1969 exhibition, 3,207 representatives of 62 nations mounted exhibits, including more than 350 American firms. A total of 208,000 titles were shown, of which 68,000 were first editions. Although a sales report by exhibitors is not available, fair authorities indicate that licensing agreements, sales of translation rights, and export orders dominated transactions.

Most of the American exhibitors took space around the Government-sponsored Central Exhibit of American Books, organized by the American Book Publishers Council, the American Education Publishers Institute, the U.S. Information Agency and the USIS mission to Germany.

In addition to international displays and an exhibit of the "Best Designed Books of 1968", other sections were: religious literature; Belles Lettres; children's books; academic books; art books; technical books and maps; miscellaneous publishers and books.

Results of the 1968 Frankfurt Book Fair indicate the following products as promising for U.S. exporters: graphic materials including periodicals, prints and books; teaching aids; phonograph records; and audio-visual equipment.

U.S. firms interested in this annual fair may contact the fair organizers Ausstellungs- und Messe GmbH, des Boersenvereins des deutschen Buchhandels, Frankfurt/Main, Kleiner Hirschgraben 10-12. Germany. Information may also be obtained from the German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

THE WASHINGTON STATE INTERNATIONAL TRADE FAIR, a non-profit state promotional organization, will take 22 Washington companies to the 12th Salon des Vacances in Brussels, Feb. 28-Mar. 8. The firms will represent the sporting, vacation, leisure and hobby goods industries. The Belgian effort will be the first European activity by the Trade Fair. The exhibitors will continue on to Munich Mar. 9-10 and attend the 32nd International Sports Trade Fair. Below left are ski parkas by the Black Manufacturing Co., which will mount displays in Belgium. Company president Lyman Black, center, explains the jackets to Robert N. Turner, Trade Fair executive director, and Pat Baillargeon, assistant director. Shown on the right is a Reinell Boat and E-Z Loader Trailer, both headed for Europe. The Trade Fair has participated in Japanese promotions for several years and entered the Latin American market via Peru in 1969.

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Snowmobiles to swimming pools to be shown at Outdoor Life USA in Swedish Center

Leisure time, high wages opening door for American-made recreational vehicles and related equipment in Scandinavia

Increased leisure time and high wages are creating new markets for American-made recreational vehicles and related equipment in Scandinavian countries. In 1968, U.S. manufacturers exported approximately $10 million of such equipment to Sweden, Norway, Denmark and Finland.

To aid American companies in broadening their share of this market "Outdoor Life USA," a May 20-26 exhibition at the U.S. Trade Center for Scandinavia in Stockholm will be mounted. Sponsored by the Department of Commerce's Bureau of International Commerce, the show will be open to the consumer, as well as Nordic trade representatives.

In Sweden, which according to a recent market survey has the highest per capita purchasing power of any nation in Western Europe, the market for sports and outdoor life equipment is rising at a rate of 10% annually, compared with the Swedish GNP growth of 4%. During the 1967-68 winter, Swedes spent $10-20 million on ski equipment, exclusive of clothing, including 500,000 pairs of skis.

In ten years, the number of camper-trailers has grown from 6,000 to 47,000 units; by the mid-1970's, the number is expected to reach 100,000.

Motorcycles increasing

The sale of motorcycles is rapidly increasing. The number registered in Sweden exceeds 50,000, and sales for 1970 are expected to top those of 1969 by 75%.

Markets for private planes, houseboats and above-ground swimming pools are also on the rise.

Products which will be featured at "Outdoor Life USA" include aircraft, single engine, private, under $20,000; all terrain vehicles; camper-trailers; mobile homes; clothing, ski wear, snowmobile suits; dune buggies; small pleasure craft, houseboats; hunting and fishing equipment; mini-bikes; motors, boating components, navigational equipment, accessories; snowmobiles; above-ground swimming pools; water and winter sporting equipment.

Although four Trade Centers have mounted leisure time and sporting goods shows in the past, and Commerce has sponsored participation in an international Fair in 1967, TOUREX, the unit value of sports related goods in these shows has been modest. Equipment which will be displayed in "Outdoor Life USA" will have a relatively high per-unit value.

Previous shows

TOUREX, staged at Barcelona in June and Munich and Belgrade in September, featured 159 U.S. firms participating in one or more of the events. Six of the companies were swimming pool manufacturers, and each reported expected first year sales of their pools as high as $200,000. Sales confirmed one year after TOUREX show that $478,000 in total sales were made at Barcelona, $1.3 million in Munich and $559,000 in Belgrade.

Prior to the exhibition, an all-media market campaign will be staged to attract buyers: department stores, importers, hotel/motel managers, sports club members, government officials, parks management, and manufacturers.

American companies interested in exhibiting in this show should contact John R. Crown, U.S. Department of Commerce, (BIC-946), Washington, D.C. 20230 (202-967-4421).

International SPOGA set for Cologne in October

Space in SPOGA, an international trade fair for the sporting goods, camping and outdoor furniture industries set for Oct. 25-27 in Cologne, may be applied for until Feb. 28.

Originated in 1960, the annual show is being staged twice in 1970 for the first time. The spring show will take place Mar. 15-17. At the 1969 SPOGA, 932 exhibitors, including 472 from 26 other nations, participated in the fair. Attendance from 48 nations reached 16,400.

Equipment and supplies from sports' shoes and wet suits to fishing rods and basketballs are eligible for exhibit.

American firms desiring more information may contact the Cologne Fairs and Exhibition Co., promoters of SPOGA: Messe- and Ausstellungs, GmbH, P.O. Box 210760, 5 Koln 21, Germany. Data is also available from: German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL BOAT SHOW, London, Jan. 6-17. The show, organized by the Ship & Boat Builders' National Federation, was staged at Earls Court and featured more than 700 craft exhibited by nearly 500 participants. Other displays ranging from hovercraft to angling supplies were present. Representatives of at least seven other nations took part. Although no U.S. company mounted a display, U.S. products were present including outboard engines, two-stroke engines, and other miscellaneous equipment. Dates for the next show are not available.

VIENNA INTERNATIONAL FALL TRADE FAIR, Vienna, Sept. 7-14. Held for the 90th time, the semiannual fair attracted more than 5,000 manufacturers and about 650,000 fair visitors. Agents from 56 nations represented the trade. About 2,290 companies from 32 countries mounted displays, including 150 U.S. firms present through local foreign agents. Next show, Mar. 8-15, 1970.

45th MARSEILLE INTERNATIONAL FAIR, Marseille, France, Sept. 18-29. This event was first held in 1942; today 36 countries took part through 3,525 manufacturers and suppliers. More than 930 firms were non-French. Equipment which appears to have promising markets in France, based on the fair, include food machinery, electrical appliances, optical goods, business machines, air conditioners and materials handling equipment. A total of 56 U.S. firms were represented and approximately 647,000 persons attended the fair. Next show, Sept. 24-Oct. 5, 1970.

THE GREAT PARADE OF LEATHER, Paris, Sept. 12-17. Held biennially, the French show featured goods from 21 nations, including items from 43 U.S. concerns. Chemical processes, accessories such as belts and buckles, and leather technology appear to have the best salability. Next show, 1971.

II AGRICULTURAL FAIR, Sao Paulo, Nov. 22-Dec. 7. Six nations participated through 15 exhibitors, including three U.S. firms; this fair was held once before in 1967. A total of 105 Brazilian firms also participated. Salable products for U.S. exports are fertilizers, agricultural chemicals, agricultural machinery, and food processing and packaging machinery. About 30% of the 200,000 visitors were estimated as representing trade. Dates for the next show are not available.

MODERN DATA COMMUNICATIONS EQUIPMENT set the stage for the most successful U.S. exhibition in Britain. Pictured above left is the Univac Division booth and the UNISCOPE 300. Representing three U.S. data products companies was B. Freudenberg, Inc., whose official is shown above right in a discussion.

Data communications show snaps U.K. sales record; event ends with $26.1 million in projections

London exhibition outgrew Trade Center; 48 participants wrote $1.2 million in floor sales at Bloomsbury Centre Hotel

POTTER INSTRUMENTS' BOOTH included their chain printer, below. The Long Island manufacturer was one of 48 participating firms in the Data Communications show staged at the Bloomsbury Hotel.

The most successful Commerce-sponsored exhibition in the United Kingdom closed January 23 after a five day run with first year sales for data communications equipment estimated at more than $26.1 million—highest ever for a U.S. show in Britain. The 48 participants, representing 54 U.S. firms, confirmed $1.2 million in orders during the show.

The previous record holder was the May 1968 U.S. exhibition in IEA, the International Instruments, Electronics and Automation exhibition in London. First year orders totaled $4.2 million; immediate sales of $1.4 million were written during the show.

Originally scheduled as a London Trade Center show, the data communications exhibition outgrew its site, was designated a U.S. solo exhibition and re-slated for the Bloomsbury Centre Hotel in London. The exhibition was attended by 4,777 registered trade representatives.

Four firms seeking candidates for overseas agency/distributorships were among the participants. A total of seven agreements with 24 candidates were under negotiations at the exhibition's conclusion.

One of the show's sales leaders was Burroughs Corp. with $7.2 million in anticipated first year sales.

According to its representative, this is a ". . . median figure and could exceed this by several million." Burroughs is headquartered in Detroit.

American Data Systems, the Autonetics Division of North American Rockwell Corp., Anaheim, Calif., is predicting $4.25 million in new orders for the next 12 months. Entering the British market for the first time, the firm displayed data distribution systems and an automatically equalized modem.

Reporting $1.5 million in sales expected for the first year was Texas Instruments, Inc. of Houston. Thermal printers, digital tape transports and tacticom data collection systems were displayed by the Texas manufacturer.

Viatron Computer Systems, Bedford, Mass., and Graphic Sciences, Inc., Danbury, Conn., both project $1 million in sales for the first post-show year. New to the U.K. market, Viatron exhibited its data terminals and card translators; Graphic, making its first appearance in ex-

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porting, displayed the "dex I" decision expediter.

Also estimating high sales, $1.2 million, was Mohawk Data Systems Corp. The East Herkimer, N.Y. company exhibited keyed data recorders.

Of the 14 U.S. companies entering the British market for the first time, only one was a new exporter, while 13 were entering the U.K. area for the first time.

Other participants in the Data Communications show were: Ampex Corp., Redwood City, Calif.; Astrocom Corp., St. Paul; Brush Instruments, Cleveland; Business Press International, Elmhurst, Ill.; Caelus Memories, Inc., San Jose, Calif.; California Computer, Anaheim, Calif.; Clary Datacomp Systems, San Gabriel, Calif.; Collins Radio Co., Newport Beach, Calif.; Compat Corp., Westbury, L.I.; Computer Automation, Inc., Newport Beach.

Computer Displays, Inc., Waltham, Mass.; Courier Terminal Systems, Inc., Phoenix; Data Products Corp., Systems Division, Woodland Hills, Calif.; Data Products International, Inc., Woodland Hills; Frederick Electronics Corp., Frederick, Md.; B. Freudenberg, Inc., New York, representing Digitronics Corp., Albertson, N.Y., Information Data Systems, Detroit, and Cipher Data Products, San Diego; Friden Inc., San Leandro, Calif.; General Automation Inc., Orange, Calif.; General Telephone & Electronics International, San Carlos, Calif.; Graphic Transmission Systems, Inc., Hanover, N.J.; Honeywell, Inc., Wellesley Hills, Mass.

ITT Data Services, Paramus, N.J.; IKOR, Inc., Burlington, Mass., representing Digital Devices Division, TYCO Laboratories, Inc., Syosset, N.Y. and General Design, Inc., Melbourne, Fla.; Intercontinental Systems, Inc., Far Hills, N.J.; Interdata, Inc., Oceanport, N.J.; International Communications Corp., A Milgo Co., Miami; Memorex Corp., Santa Clara, Calif.; Motorola Instrumentation & Control, Inc., Phoenix; Munzig International Inc., Los Angeles, representing Bryant Computer Products, Walled Lake, Mich., Peripheral Equipment Corp., Chatsworth, Calif., and Omnitec Corp., Phoenix.

Potter Instrument Co., Plainview, L.I.; Pulse Communications, Inc., Falls Church, Va.; RFL Industries, Inc., Boonton, N.J.; Sanders Associates, Inc., Nashua, N.H.; Sangamo Electric Co., Springfield, Ill.; Tally Corp., Kent, Wash.; Tektronix, Inc., Beaverton, Ore.; Teletype Corp., Skokie, Ill.; Transworld Data Systems, Inc., Paoli, Pa.; Univac, Philadelphia; Vernitron Corp., Farmingdale, N.Y.; Wang Laboratories, Inc., Tewksbury, Mass.; Wyle Laboratories, Inc., El Segundo, Calif.

U.S. AMBASSADOR TO GREAT BRITAIN Walter H. Annenberg, above to the right of girl exhibition attendant, inspects the printout of a data communications printer at the most successful U.K. show.

STORAGE DISPLAY UNITS by Tektronix, Inc., above, attract the attention of two members of the U.K. Department of Health & Social Security. Below, the Ampex Corp. official, right, discuss a memory system.

France seeks progress

New trends in industry, building and trade pose challenges, opportunities for U.S. exporters

By ALEXANDER J. DAVIT

Counselor for Commercial Affairs, U.S. Embassy, Paris

The outlook for U.S. exports to France during 1970 is influenced by measures taken by the French Government in the second half of 1969 to bring domestic inflation under control and strengthen its balance of payments position. Exports to France from all countries, including the United States, are being affected by the 1969 devaluation of the franc, the French Government's tightened credit conditions, and efforts to attain a favorable balance of trade and to stimulate the expansion of France's industrial resources.

The devaluation will probably have a mixed effect on French imports from the United States. The impact should be minimal in those areas of capital goods where American manufacturers have established a preference for their products or where the emphasis is on high technology (such as both mechanical and electrical machinery and equipment, scientific equipment, for example). In fact, since these areas are precisely those for which German products provide the greatest competition, the U.S. position in the French market has become somewhat improved by the recent revaluation of the Deutschemark, which gave a price advantage for U.S. exports estimated at almost 5% over the situation which previously prevailed.

An additional advantage is the cut in external tariffs which France along with its Common Market partners implemented on January 1. Furthermore, French efforts to strengthen and expand industrial capacity should contribute to a sustained demand for capital goods, of which the United States is a prime supplier.

Price, promotion are key

The U.S. market position in these areas will depend, in great part, on the extent to which American manufacturers and exporters maintain reasonable price levels as well as actively pursue their penetration of the market.

The French Government's measures tightening consumer credit and its efforts to reduce the pressure for consumer demand through a variety of incentives directed toward increasing personal savings should have greater impact on exporters from other countries than on those from the United States.

While imports of all types of consumer goods will be affected to some extent, those particularly vulnerable because of the credit restrictions are automobiles and consumer durables such as radios and bicycles.

The credit restrictions are being reviewed and may be relaxed. Although the United States is not particularly significant as a supplier of consumer products to France, opportunities for successful merchandising of such products, particularly of a novelty character, will continue to exist and to merit the attention of American manufacturers and exporters.

Even though the general outlook for U.S. exports during 1970 to the French market is not as expansionary and optimistic as in recent years, U.S. exports to France in 1970 should show some healthy growth over 1969 exports. Also, U.S. exports should, as a minimum, hold about 9% of the French import market during the current year.

France remains and will continue to be a major market for U.S. products. Even under the less buoyant conditions expected in 1970, special opportunities exist for the enterprising U.S. manufacturer and exporter.

Industrial expansion

Indicative of the present government's outlook is that the former Ministry of Industry has been replaced by the Ministry of Industrial and Scientific Development. The government, with the support of the Patronat (French equivalent of the National Association of Manufacturers), is pressing for the expansion of industrial capacity so that France will be able to compete more effectively within the Common Market as well as in world markets. This means acceleration of the modernization of plant and equipment and the acceptance of new technologies and techniques. A labor shortage, of skilled labor in particular, reinforces this trend toward modernization of industry.

Evidence of the intense French interest in high technology items which offer opportunities for increased productivity was amply demonstrated at the opening show on lasers at the Paris Trade Center and the International Laser Colloquium which ran concurrently. The show drew over 3,200 visitors and the colloquium, for which a charge was made, attracted over 270 visitors daily. In fact, so convinced are we of French interest in advanced equipment, that the Paris Trade Center will cater to this need in the years ahead.

Both the French Government and industry are anxious to increase production capability in electronics equipment and components. In January, the Paris Trade Center featured production equipment for the electronics industry. Of the forty U.S. exhibitors, twelve were seeking agents, distributors, or licensing agreements. Printed circuit production equipment, welding and soldering equipment, encapsulating equipment, tools and dyes, integrated circuit and solid state device processing equipment, and similar items were exhibited.

The French import market for electronic products, especially for electronic data processing equipment, including computers and peripherals, continues to remain very attractive to export-oriented American manufacturers.

High regard for U.S. goods

U.S. equipment is highly regarded in France, having a reputation for reliability and advanced design. For more routine items of equipment or components, price plays an important role in determining salability. On the other hand, for sophisticated equipment in which American manufacturers have a technological advantage, price is usually a consideration of secondary importance.

Electronic equipment for civil and military aircraft, small office-size computers, computer terminals and data transmission equipment, computer peripherals and large computers for time sharing purposes, are among the most obvious "best sellers." But, a host of other electronic products which can and do enjoy a good market are acoustical cabinets, core memory systems, magnetic memory drums, magnetic tape/paper tape converters, magnetic tape transports, and random access disc memories.

While market research supports the view that the greatest export potential to the French market is in those types of capital

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goods equipment which are at the cutting edge of new developments and are generally described as "exotic new products," research leads to the conclusion that export opportunities also exist in the established or traditional industries.

For example, research has led to the scheduling of an exhibition at the Paris Trade Center of printing, bookbinding and related equipment to meet a growing French demand. Among the more promising product categories to be shown are photo-type setting equipment, computerized photocomposing equipment, and multi-color automated offset printing machines. Other types of equipment for which opportunities exist in this area are tape driven line casters and related systems, including keyboards to cut tapes, computers to justify and hyphenate, and high speed offset presses for use in daily newspapers.

The *Provencal*, a daily newspaper in Marseille with a circulation of 338,000 is the latest example of a major French newspaper to buy and install American equipment. Other dailies have indicated interest in American linotype equipment.

An increased need exists for sophisticated packaging machinery and equipment as France's distribution net continues to modernize and expand, thus requiring packaged items with longer self-life and durability. Other promising product categories are advanced equipment for the chemical industry, certain plastic transforming devices, agricultural equipment, including irrigation and spraying systems, and advanced numerical control machine-tools.

Along with other highly industrialized countries, France is trying to cope with the problems of air and water pollution, housing shortages, mass urban transportation, expansion of education facilities and consolidation of production and distribution centers.

There will be increasing emphasis on clearing up water and air pollution as new French laws to protect the environment become effective. American firms discovered keen interest on the part of French firms in this field during the U.S. Puraqua Exhibition held in Rome last February.

As a corollary to the expansion of industrial capacity, both the government and industry are increasingly supporting and pressing research and development as necessary to strengthen industrial capacity and competitiveness. All types of research equipment are examined carefully, and this interest presents excellent opportunities for American manufacturers and exporters. Suppliers of all sorts of testing equipment, advanced hospital and clinical equipment, and related items should explore their opportunities in this expanding market.

In an effort to respond to French demand, the Department of Commerce is organizing a U.S. exhibit for the French Measurement, Control, Regulation and Automation Show (MESUCORA) to be held in Paris from May 27 to June 4. It is expected to include exhibits by U.S. manufacturers of automation systems, industrial process direct digital control, industrial process flow instrumentation, nuclear instruments, physical properties testing equipment, and thermal instrumentation.

Potential exhibitors can obtain the Exhibitors' Export Market Guide, IMIS 69-82, for this show from the Department of Commerce or its nearest field office.

Tourism offers opportunities

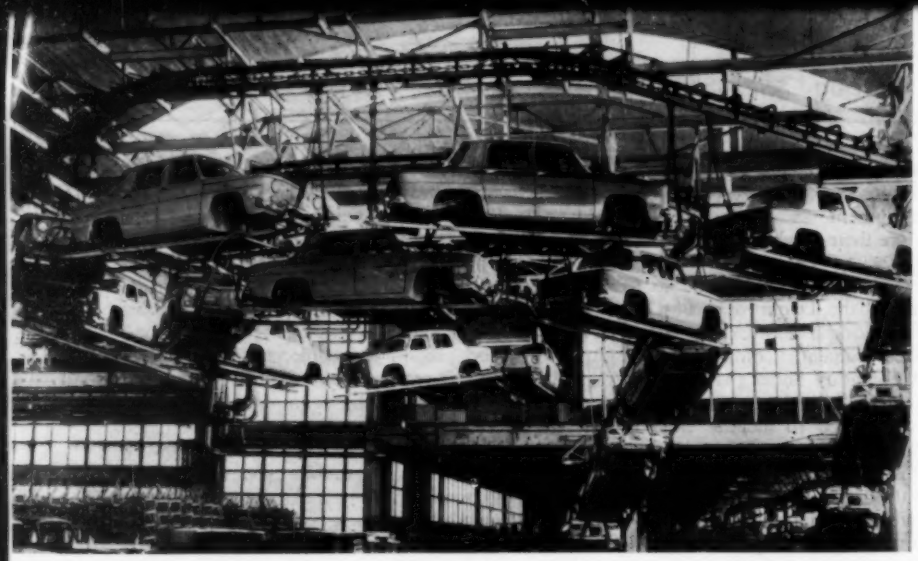
Private entrepreneurs, as well as government, are fully aware of the need to modernize and develop hotel and resort facilities. Tourism until very recently was a most important earner of foreign exchange. More recently the exodus of French voyagers has produced a net deficit on the tourist account; but, more importantly, some regular visitors to France had curtailed their visits because of high prices and aging accommodations. With devaluation making visits to France more attractive on the one hand and the application of currency restrictions to French travelers going abroad on the other, promoters are developing and modernizing French facilities.

This trend provides excellent opportunities for manufacturers and exporters of hotel equipment, particularly labor-saving items. Institutional feeding and food preparation equipment, particularly for self-service; commercial cooking and food preparation equipment including forced convection ovens, pressure deep-fryers, microwave and infra-red ovens, rotisseries and mobile and static food warmers; washing and laundering equipment and products, swimming pools with filtering systems and related accessories, winter sports equipment and gear, marina equipment, all provide export opportunities even though the products of French manufacturers in many of these areas are excellent.

The Department of Commerce's Bureau of International Commerce is organizing participation in the well-established Equip' Hotel Trade Show to be held in Paris this coming October. Firms interested in participating should apply now.

In developing new and expanding older resorts, the French contractors are applying many of the advanced building techniques they have successfully developed for general construction. Builders are increasingly receptive to mass production techniques in the building of large buildings as well as smaller house units. American manufacturers of building equipment

ACCELERATION OF THE MODERNIZATION of French plant and equipment is enhancing sales prospects for sophisticated U.S. electronic equipment. Below, Saint-Gobain Co.'s Chantereine glass plant. (France Actuelle)



THE FRENCH ARE INTENSELY INTERESTED in high technology items that would enable industry to increase productivity and compete more effectively. Shown is Renault's plant at Flins. (France Actuelle)

and large and small tools will find French builders interested in their new products and techniques.

The trend toward new marketing techniques continues unabated. French manufacturers are breaking away from the standard "tried and true" packaging techniques and are open to suggestions and ideas which increase the marketability of their products and at the same time reduce manufacturing costs and raise productivity.

Despite strong competition within the French market, American manufacturers of containerization and food packaging equipment can find excellent sales opportunities for materials and equipment for preparing, wrapping, weighing, packing, and sealing all types of food, including pre-cut meats and frozen foods.

The World Market Report of the Department of Commerce on Food Processing and Packaging Equipment (IMIS-69-124) of August 1969 is particularly pertinent in this regard.

Manufacturers of store equipment, both of the type for handling distribution quickly and efficiently in supermarkets as well as in smaller quality shops, have excellent opportunities for introducing their products. Inventory control equipment continues to attract the attention of marketing organizations.

Despite some opposition and hostility on the part of smaller merchants, the trend toward supermarkets continues and the development of shopping centers is becoming increasingly common. The recently completed major shopping center and Plaza in suburban Paris known as Parly-II is a spectacular example of blending the French and American. This center has had substantial inputs by American architects and features many American techniques and substantial American equipment.

The major housing area now under way in Grigny-II, also in suburban Paris, will also feature a shopping center, mall and plaza and should also require substantial American equipment including air-conditioning systems, machine record and data processing systems before it is completed sometime in 1972 or 1973.

These new shopping centers reflect lessons learned through observation in the United States as well as elsewhere and in some instances have innovations—the French touch—which would appeal to American shoppers.

American manufacturers of equipment which reduces traffic flow problems, facilitates the movement of people, or improves servicing should consider the possibilities of marketing their products to the alert French promoters of shopping and other distribution centers.

Competition from French manufacturers and other foreign producers closer to the French market discourages some American consumer goods exporters. Also, some American manufacturers of consumer goods are reluctant to venture into a foreign market because they believe their opportunity is very limited in time. If their products are new in the export market and have appeal, local manufacturers will be producing similar ones before too long.

Nevertheless, more venturesome Americans have demonstrated that France is not exclusively a capital goods market for American manufacturers, but does provide market opportunities for consumer goods. Demand for special household tools and gadgets rises each year as Frenchmen face more and more the familiar problems of shortage and cost for home service and repair.

American toys have always enjoyed a good market in France and their prospects remain excellent. The up-to-date World Market Report of the Department of Commerce entitled Toys and Games (IMIS 69-122) of August 1969 describes in detail the increasing share of the market supplied by imports and defines those particular types of toys and games for which the French have demonstrated a demand and in which American manufacturers excel.

Attempting to sell American furniture in France may smack of carrying coals to Newcastle, but some American styles have been successfully sold in this market.

American manufacturers of consumer goods should maintain agents and distributors in France. They should be prepared to move into licensing arrangements with local manufacturers. Also, they should seek out on a continuing basis the U.S.-based buyers, mostly in New York, of the large French Department stores.

New showcase for U.S. goods

American manufacturers and exporters now have a new mechanism for entering the French market. The recently established Trade Center is conveniently located on a main artery in Neuilly at the west edge of Paris. The opening laser exhibit demonstrated that French businessmen and industrialists are very interested in this new showcase for American products. Perhaps a show now under preparation would provide an opportunity for your product to be successfully exhibited. If you are interested in entering the French market through the Trade Center route, you should discuss this opportunity with the Department of Commerce field office nearest you or the Commercial Exhibits Program of the Bureau of International Commerce.

Should the Trade Center not be planning a show to suit your product, a between-show exhibit of a single company's products can be arranged; or the Commerce Department's Office of Commercial Exhibits might be able to indicate a useful Trade Fair in which that office is planning an exhibit or in which an American manufacturer can readily participate on his own.

In addition, the Department of Commerce is always prepared to provide, either directly or through its field offices, data about specific export opportunities as well as more general information such as the Market Share Report and Semi-Annual Economic Trends Report prepared by the Embassy at Paris.

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Norway treads tightrope

Despite strengths, 1970 is likely to be a turbulent year for nation's economy

The Norwegian economy is, to all appearances, in a state of balanced progress and better prepared than ever to begin a new year, according to the semi-annual Economic Trends Report from the U.S. Embassy in Oslo. However, 1970 is likely to be a turbulent one for Norway's economy for reasons ranging from the government's expansionary fiscal policy and sweeping tax reforms to the scheduled comprehensive wage-price-income revisions and a reversal of the currently favorable balance of payments position.

The general outlook in regard to production, investment and demand is good, but it is reasonable to assume that the Government will have to walk a tightrope throughout 1970 to prevent an inflationary spiral endangering Norway's international competitiveness.

U.S. exports to Norway

U.S. non-defense exports to Norway during the first ten months of 1969 amounted to $192 million, an increase of 8.7% over the corresponding period in 1968. The trade figures are heavily affected by two different developments: (a) the 1968 Norwegian bumper crops, and (b) a concentration of deliveries of U.S. commercial airplanes to Norway.

Due to the all-time record harvest in 1968, Norway's imports of farm products, including feed grains, milling wheat, fruit and vegetables and oilseeds, fell to $9.8 million, or exactly half the comparable figure for 1968. The large supplies of barley and oats virtually eliminated the need for import of grain sorghum and, in addition, feed grain consumption slowed down as a consequence of the fixing of higher domestic prices.

Imports of aircraft, including spare parts, from the United States more than doubled to $40 million ($6 million for spare parts) in Jan.-Oct. 1969, compared with the same period in 1968. No significant changes took place in the imports of other products from the U.S. during the ten-month period.

The overall prospects for U.S. exports to Norway in the near future do not appear to have changed appreciably. The trade outlook is still fairly promising although no great expansion in sales of U.S. commodities can be foreseen.

The general prospect for sales of foreign products in Norway in 1970 is difficult to evaluate. On the one hand, a rising rate of investments and the comprehensive wage-price-income settlements expected during the next few months would indicate increasing demand for products from abroad. The late 1969 buying spree, on the other hand, suggests a lower demand for durable consumer goods in 1970.

The Government's 1970 National Economic Budget (NEB) estimates a volume increase of only 4.6% in commodity imports in 1970, compared with 10.6% in 1969 and 6.6% in 1968.

Following a record eight consecutive quarters of surpluses in the current account of the balance of payments, Norway reverted to its normal deficit position during the last quarter of 1969. According to the most recent official estimates there will be a $105 million current account surplus for 1969. Because the total 1969 surplus through the third quarter greatly exceeded this figure, the implication is an estimated deficit of $92 million for the fourth quarter.

The fourth-quarter deficit is a result of stepped-up deliveries of new ships from abroad, and a widening commodity trade gap. A recent official estimate put the 1970 deficit on the current account of the balance of payments close to $200 million.

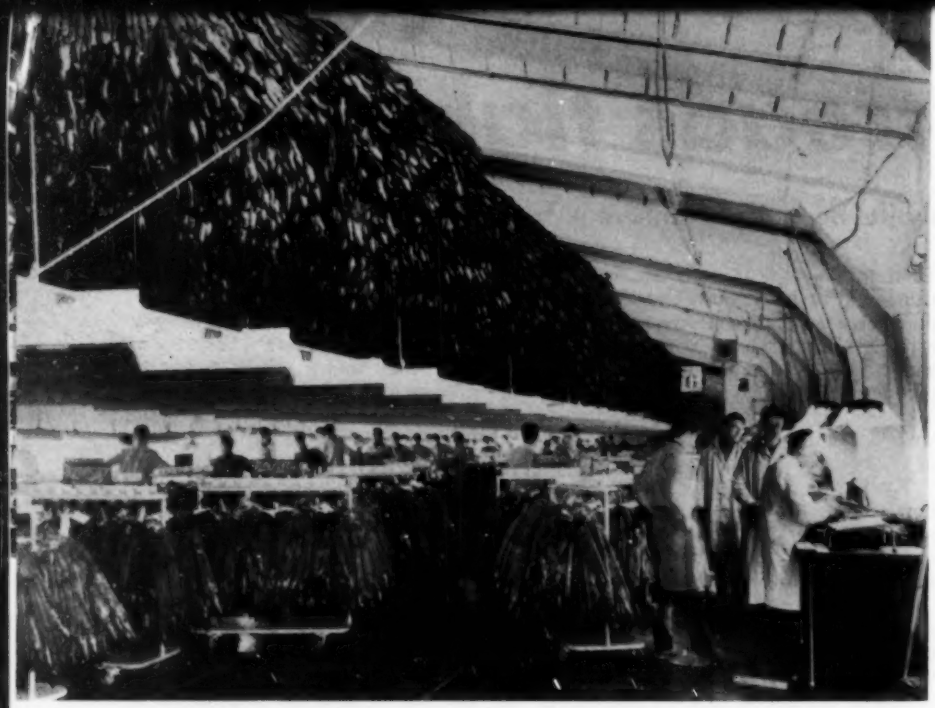
Norway's current gold and foreign exchange reserves stand at a record high of more than $1.3 billion, representing six months of imports.

Riding the crest

Norway has ridden the crest of a strong wave of demand from abroad for most of its major export products during the last several years. Prospects for the near future continue to look good, but the low rate of domestic investments in 1969, depletion of inventories during the year, and the current near-full utilization of capacity, indicate a diminished rate of export expansion in coming months.

Norway's exports to the United States remained at their 1968 level of $131 million in the first ten months of 1969, de-

THE U.S. DOUBLED ITS PURCHASES of frozen fish fillets from Norway in the first ten months of 1969 but total sales to the U.S. held steady at $131 million. Bergen is the home port of many Norwegian fishermen.



THE STRONG WAVE OF DEMAND from abroad that spurred Norwegian exports over the last several years should continue but problems may develop on the supply side. Here, fur pelts are readied for shipment.

spite of doubling of Norwegian sales of frozen fish fillets (to 33,300 metric tons and $15 million).

Norwegian commodity imports, which increased at a relatively modest rate during the first half of 1969, rose sharply during the fall. The growth of 1969 commodity imports is estimated at more than 15%. The consumer goods share accounted for almost 25% of the total during the first three quarters, compared with about 20% in the same period in 1968. Notable increases were recorded for such consumer durables as passenger cars, (up 37%), household appliances (up 19%) and furniture (up 33%).

The 1969 Norwegian feed grain crop was approximately 200,000 metric tons below last year's production, but prospects for expanded U.S. sales of such commodities are slim, because the feed grain deficit has been covered through purchases of European barley. Large supplies of good quality domestic apples and pears suggest that the opening date for the 1970 pear import season will be early January, and late February or early March for apples. Prospects are good for continued sales of U.S. corn (some 100,000 metric tons annually), soybeans (about 150,000 metric tons annually), and milling wheat.

Sales of larger type commercial aircraft are almost certain to be reduced substantially in 1970, compared with the exceptionally large deliveries in 1969. Prospects for U.S. sales of helicopters are good over the next few years because the Government plans to purchase helicopters for sea rescue work. Norway's growing air-mindedness, reflected by plans for the building of new airports and increases in the number of aircraft registered, appears to offer good opportunities for U.S. exports of small aircraft (1-2 engines, 1-6 passengers), and navigational aids and maintenance equipment for aircraft and airports.

Pollution danger seen

A growing recognition of the need to protect the environment from air and water pollution points towards increased demand for equipment and know-how in this field over the next few years.

The economic upswing reported in the previous Trends Report gained momentum during the summer and fall months. Variations in the production indices during the summer vacation months are difficult to interpret, but aggregate third quarter figures show an annual rate of growth of 7% for industry, mining and electric power production together, and more than 10% for manufacturing industries alone. Unusually low precipitation so far this year has reduced the hydroelectric power supply, which in turn has affected to some extent the production of the metallurgical industries. Groups of manufacturing industries recording strong growth throughout 1969 were chemicals, pulp and paper, furniture and most groups within the engineering industry.

Orders for the second and the third quarters gave evidence of continued increases in production and investment, but the rate of growth in new orders appears to have slackened. Orders on hand at the end of the third quarter were up 56% and 13% for the engineering industry and the base metal industry, respectively, compared with one year earlier. Orders on hand in the chemical industry, and the combined textile and clothing industries, were basically unchanged since the third quarter of 1968.

Unusually dry weather during the growing season resulted in a substantial reduction in the 1969 agricultural production. The 1969 feed grain production is estimated to have been 200,000 metric tons below the 1968 record harvest. Production of most other farm products declined, with the exception of fruit, which was large and of excellent quality.

Total fish catches recorded through September show a decline of 10% from the first three quarters of 1968. The winter herring fishery, until recently the major fishery of Norway, failed completely and the fish reduction industry has been only partly compensated by record deliveries of capelin and large (but lower than last year's) supplies of North Sea mackerel. Because of higher prices and the changed composition of the catch, the value of the January-September fish landings rose by about 5% over 1968.

The uptrend in consumer demand accelerated throughout the summer and fall to reach an all-time high in the late fall.

Best prospective sellers listed

Specific products for which export possibilities to Norway appear good include: helicopters and small aircraft; aircraft spare parts; navigational aids; paper converting machinery and equipment; refrigerating equipment for ships; catering equipment; deck machinery; electronic data processing equipment; diagnostic apparatus, IR and UV radiation equipment, other electromedical instruments and apparatus; electron and proton microscopes; other microscopes, and industrial process controls for chemical, metal-working, paper and food processing industries.

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Statistics available through October on aggregate retail trade show a rise of more than 10% in terms of value (7% in volume) in the first ten months of 1969. The breakdown of retail sales into commodity groups clearly indicates that the buying spree was triggered by the anticipated price rise which was expected to follow replacement of the 13.64% sales tax by a 20% value added tax on Jan. 1. In general, retail sales of virtually all consumer goods increased, but demand concentrated particularly on durables. Sales of passenger cars rose by 32% (October car sales were up 42% over one year earlier), and sales of furniture and fixtures by 13.3%.

Increased demand for consumer durables toward the end of 1969 is likely to affect retail trade this year. The Government's 1970 National Economic Budget (NEB) estimated that the tax-induced sales would shift 1% of total consumers' purchases from 1970 to 1969.

Gross investments are planned to increase by 12% in 1970. The major part of the increase is, however, represented by merchant ships from foreign yards, investments that have only a minor impact on the domestic economy. The merchant marine is expected to grow by one million gross registered tons (g.r.t.) to a total of 19.5 million g.r.t. in 1970.

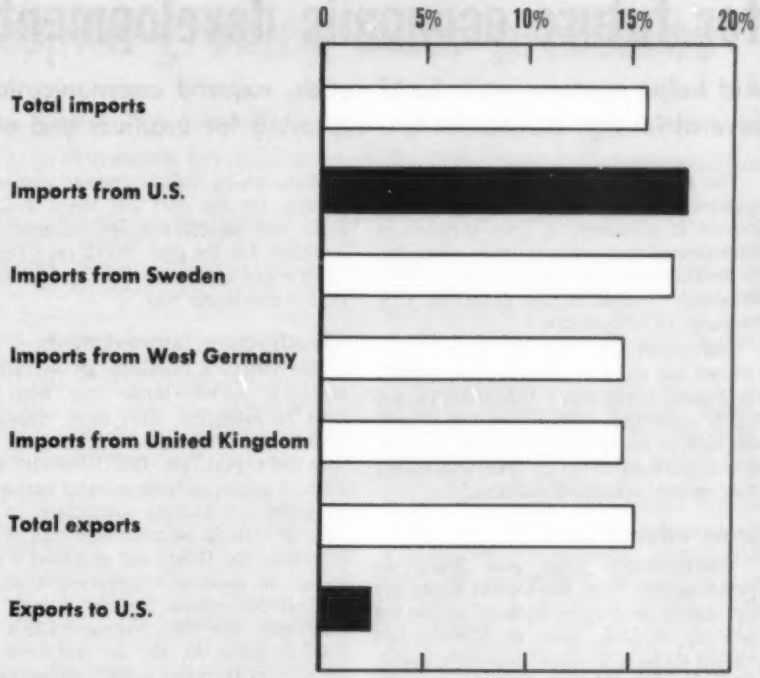
Whereas investments in industry and mining showed a small decrease in 1969, recent surveys of completed and planned investments in these sectors for 1970 indicate an increase of 12.5%. A continuation of the current strong demand for most of Norway's export products may lead to further upward adjustments of businessmen's capital spending plans, according to the 1970 NEB. The Government's residential construction program calls for an increase of 2,000 dwelling units to 37,000 units in 1970.

Industrial investments will not be charged with the value added tax. The 13.64% sales tax on investments was replaced by a 13% tax on Jan. 1.

About half the working population, or about 700-800,000 people, will have wages, subsidies or other forms of income revised during the first half of 1970. Wage negotiations for state employees and for workers in industry began in January. Subsidy and product price negotiations between the Government and the fishermen's and farmer's unions, respectively, are scheduled to take place in late spring or early summer. No special negotiating problems are foreseen but attempting to predict the outcome of the forthcoming wage negotiations would be overly speculative. Production and productivity gains since the last comprehensive wage settlement two years ago seem to indicate that there is room for a raise in real wages of an estimated 3 to 4%.

U.S. gains in Norwegian market

(percent change in value of trade, total and with leading suppliers, Jan.-Sept. 1968 to Jan.-Sept. 1969)



Note: Import figures exclude ships
Source: U.S. Embassy, Oslo

Since the end of World War II Norwegian governments have emphasized fiscal measures, such as budget surpluses. Although fiscal policy still ranks as the number one tool in the Government's efforts to influence the course of the economy, several actions taken by the Government during the last few months indicate a shift toward greater reliance on monetary and credit policy. Private bank reserve requirements have been raised three times since June (to 13% for major banks on Jan. 1), the official discount rate was raised by one percentage point to 4.5% in late September, and banks and other institutional investors have been required to place certain percentages of their asset increase in bonds.

Because of the sweeping tax reform effective January 1, the adopted 1970 fiscal budget is strongly expansionary. As a result of the rephasing of tax payments in connection with introduction of the value added tax (VAT), 800-900 million kroner or more will be temporarily added to the credit volume in 1970, causing Governmental concern about possibly excessive bank lending.

The price freeze imposed in September to counteract price inflation during the VAT-induced buying spree in the fall months, is expected to be repealed shortly, but the Price Directorate intends to maintain close retail price surveillance.

The Norwegian Federation of Trade Unions has conceded that the personal tax reductions, increased dependent allowances and other social security payments, provide adequate compensation for the estimated 5.8% VAT-influenced retail price rise in 1970. But any price increase beyond this figure will almost certainly be added to the wage, price and income demands for wage-earners, farmers and fishermen. The consumer price index increased 3.2% between November 1968 and November 1969.

Somali Republic is making some progress in establishing base for future economic development

Aid helps improve port, build roads, expand communications; several foreign companies are exploring for uranium and oil

The economy of the Somali Republic appears to be expanding modestly and the country is continuing to show progress in establishing the infrastructure essential to development, according to the annual Economic Trends Report from the U.S. Embassy in Mogadiscio.

The market for U.S. products is restricted but there is potential for growth. At present, while many U.S. products are highly regarded, their prices are usually too high to compete with Italian or Japanese imports in this price conscious rather than quality conscious market.

Some adverse factors

Transportation costs and delays in transshipment from the United States are also significant factors working against the increase of U.S. sales in Somalia. At present there is no direct regularly scheduled shipping between Somalia and the United States. Also, many imports from the United States are assessed from 5 to 30% higher duties than imports from EEC countries according to the new tariff schedule which went into effect in January 1969.

Somalia, because of its limited resources, must depend on foreign assistance for financing the capital costs of economic development projects. Several such projects are currently under way or have been recently completed. An example of the latter is the Soviet-financed modernization of the port at Berbera; livestock can now be loaded directly from the dock instead of being lightered out. Construction of the Afgoi-Baidoa road, an EEC-World Bank project, is proceeding. The road, scheduled to be completed by 1971, will open up the potentially rich agricultural region around Baidoa. Other construction work is proceeding on feeder roads for the banana growing area near Genale and on the resurfacing of the Chisimaio-Gelib road, which is the main artery for the banana plantations along the Giuba River.

A U.S. Agency for International Development project that is nearing completion is the second phase of the Chisimaio port project, which includes power and water systems for the port and town of Chisimaio, and warehouses and administrative buildings for the port. Work on a potable fresh water system for the city of Mogadiscio is also under way.

Infrastructure improvements

The IBRD is financing an engineering survey of an all-weather road from Berbera to Hargeisa. This road would facilitate the trucking of livestock to Berbera for export. The IBRD-financed engineering survey of a deep-water harbor for Mogadiscio is nearing completion; in connection with the possible financing of construction, the IBRD has provided a team to set up modern administrative and financial procedures for the Somali Port Authority. The EEC has agreed to a $3.2 million grant to set up telephone exchanges in Hargeisa and Chisimaio and to provide equipment to improve telephone communication within the country and to link up with international circuits.

A few small industrial projects have moved into production. A Somali-West German textile plant near Mogadiscio has begun making grey cloth for the local market from Somali grown cotton and has recently received another German loan for expansion into bleached and printed cloth. The Soviet-financed, Somali Government-run meat plant at Chisimaio, aided by Soviet technicians, has begun production. The plant still faces problems, however, in finding markets for its canned meat products, although the local press reported recently that the UAR and the Soviet Union had agreed to purchase sizable quantities. Also at Chisimaio, the privately financed Somali-American company PRODMA has been successfully exporting frozen lobster and shrimp and has expanded operations to provide bunkering facilities and housing to attract Japanese fishing vessels.

In the Mogadiscio area several small plants have recently been started or revived. The Somali-owned Coca-Cola bottling plant which began operation in 1968 has continued to expand production.

Key export items

Bananas and livestock account for over 90% of Somali exports and will continue to be the key exports for at least several years to come. The banana industry is gradually tending to concentrate along the Giuba River since there are better roads in that area and direct dock-to-ship loading results in less damage to the bananas. Growers in both the Giuba area and the Genale area along the Scebeli River have had to fight recurring attacks of various types of fungi and plant diseases but exports to the protected Italian market have been maintained.

Plans to establish a local box factory for banana exports are moving ahead but it appears that this will be done in conjunction with an Italian firm, rather than an American company which had been interested.

The Somali livestock industry continues to expand and provides almost 70% of export earnings. Sheep, goats and camels totaling over one million head are shipped out of Berbera, mainly to the Jiddah market. The Livestock Development Agency has chartered a ship in an attempt to demonstrate that providing adequate space, food and water for the animals reduces losses and is in the end more profitable than overloading the ships, which has been traditional in the trade. One official points out that three modern ships operating on a regular schedule could handle the trade much more economically than the approximately 15 tramps which normally make the run in an extremely haphazard fashion.

The Government is attempting to im-

Business possibilities

American exporters continue to benefit from AID-generated special letter of credit funds which can only be expended on U.S. goods and services. To date rice has been the principal commodity purchased under this procedure. American products which have a potential market in Somalia are pharmaceuticals, construction equipment, agricultural machinery, veterinary medicines and supplies, pumps, and hotel supplies and equipment.

Potential investment possibilities exist in light industries and packaging plants, and in hotels and other facilities for the tourist industry.

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prove conditions by setting up holding grounds and improving veterinarian services. The serious problems of overgrazing and periodic droughts, which have hardly been touched because of complex sociological factors, remain as threats to the further expansion of the industry, particularly in the northern region.

Potential of uranium and oil

Three groups are currently prospecting for uranium in separate concessions granted by the Somali Government in an area approximately 100 miles west of Mogadiscio. White Star Mining Company, a subsidiary of Western Nuclear Inc. of Denver, has already begun drilling for a collection of core samples. A subsidiary of Italy's ENI and a consortium of German companies have also begun preliminary exploration. While it is still too early to determine if and when the companies will actually move to the stage of commercial production, hopes are high that Somalia will become a significant producer of uranium ore, which would bring in not only badly needed income to the Government but assist in diversifying the economy. It is clear, however, that even with successful findings commercial production would still be several years down the road.

Oil exploration is continuing, but on a somewhat more reduced scale than in the past. Three groups currently hold concessions. The Hamar Petroleum Co., owned by private American investors, has temporarily ceased drilling operations but expects to start in again next year after further explorations. A consortium of German oil companies, which took over the old Sinclair concession, is continuing to undertake geophysical studies before moving to the drilling stage. ERAP, the French Government exploration company, is also conducting geophysical analysis through a contract with a U.S. company, Independex, of Houston. Oil geologists remain optimistic that sooner or later a large find will be brought in, since the geology is promising. Despite the money spent on exploration over the past 15 years, the surface of this Texas-size country has only been scratched.

While Somalia has no tourist industry at present, local investors are becoming increasingly aware, from the example of the tourist earnings of neighboring countries, of the importance of providing basic tourist facilities. The Somali Development Bank has financed a feasibility study for a tourist-oriented hotel in Mogadiscio. German and Austrian investors have displayed keen interest in this project. An Italian-American-Somali company has begun building a small hotel at Chisimaio.

Aluminum industry leads way as Surinam makes moderate advance despite growing labor pressures

New coalition Government seeks to encourage U.S. investment; duty preferences for EEC may drop U.S. from top sales position

The Surinam economy continued to advance moderately in 1969 despite the emergence of some difficulties on the labor front. During the year, states the annual Economic Trends Report from the American Consulate in Paramaribo, labor gained increasing awareness of the power that it can wield in shaping the country's economy. The year was punctuated by frequent strikes of short duration as unions organized and flexed their muscles.

Government seeks investors

A new coalition Government, composed of both Creole and East Indian elements and commanding a large majority in Parliament, took office in November 1969 and soon indicated a desire to improve the climate for foreign investment in the country. High on the new government's list of priorities will be the concluding of agreements with U.S. and other foreign aluminum companies for the development of West Surinam. It is thus expected that U.S. aluminum companies will be making sizable investments in Surinam during the coming decade. Also, the new Government is expected to seek an early agreement with the Weyerhauser Co. for the construction of a woodpulp plant and attendant facilities, an investment that could exceed $100 million.

Although much has been said during the past year regarding independence for Surinam, it is expected that the new Government will take an unhurried, orderly approach to the matter. The transition to fully-independent status when it does occur is likely to be smooth.

Interest has been focused of late on particular opportunities that have surfaced for U.S. investments in shrimp processing and banking. U.S. firms, as well as other foreign companies, are already investigating how they might program their investments to enter the shrimp processing and export market immediately following the 1971 expiration of exclusive export rights accorded to the one U.S. firm now in the business. The construction of further shrimp boat servicing and repair facilities will also most likely be undertaken to accommodate some of the many hundreds of vessels operating out of other Caribbean countries which shrimp in waters off the Surinam coast.

No solution has yet been found to the problem facing the Surinam banking community occasioned by the 1967 merger of the two Dutch banks, Algemene Bank Nederland N.V. and Hollandsche Bank-Unie N.V., which between them control 80% of the term and savings deposits in Surinam. Several U.S. banks are investigating the possibility of establishing a Surinam branch bank, among them The Bank of America, The Chase Manhattan Bank, the First National City Bank and the First Pennsylvania Banking and Trust Company, but no final agreement has been reached with the Government. Conditions seem most favorable, though, for the entry of a U.S. bank on the Surinam scene.

Bauxite, alumina, aluminum

In spite of a sizeable increase in agricultural exports (23.2%), bauxite, alumina and aluminum continue to overshadow all other components of the Surinam production-export package, accounting for 87% of the total value of exports in 1968. Agriculture contributed 9% of total exports, while all other products filled in the remaining 4%. Of total 1968 exports valued at Sf. 216.8 ($116.6) million, bauxite's share was Sf. 77.3 ($41.3) million; alumina, Sf. 76.5 ($40. 9) million; and aluminum, Sf. 34.2 ($18.3) million.

Continued growth in the production and export of alumina and aluminum occurred during 1969, although by the end of the year the utilization of available capacity was all but complete, thus limiting further advances. Since first commencing production of these two bauxite derivatives in 1965, Suralco (Surinam Aluminum Co., a wholly-owned subsidiary of AL-

COA) has been pushing toward a full utilization of plant capacity. The addition of a fifth 200,000 ton production unit in early 1969 raised the capacity of the alumina plant to 1,000,000 tons, while the 60,000 ton aluminum smelter until 1969 was held to below-capacity performance by a less than adequate back-up of water feeding the hydroelectric plant.

Suralco in 1969 reached agreement with the Bureau of Geological Research and Mines of French Guiana and the Pechiney Co. regarding a plan to convert bauxite from this neighboring country into alumina at Suralco's Paranam plant. This plan calls for as much as 1,000,000 tons of bauxite to be converted annually, which would require a 40% increase in Suralco's current alumina-producing capacity. The plan is presently contingent upon approval by the new Government.

Whereas exports of bauxite are destined in the main for the United States and Canada, larger percentages of alumina and a great part of the aluminum are being shipped to Europe, especially EEC countries where Surinam exports benefit from the country's Associate Member status. The Dutch firm of Billiton, at present Surinam's only other producer of bauxite, has contracted with Suralco for the processing of increased quantities of its bauxite to alumina at Suralco's Paranam plant. Substantial quantities of Billiton's alumina were shipped during 1969 to the Soviet Union and Eastern European countries, the first such shipments from Surinam to Communist countries.

Major U.S. producers of aluminum (including ALCOA, ORMET, Kaiser, Reynolds and National South Wire) as well as the French firm Pechiney have shown continued interest in plans for developing West Surinam's vast bauxite reserves, estimated by Government studies at between 500 million and 1 billion tons. Although each of these companies held further talks with the Surinam Government during the course of 1968-9, no significant advances toward the signing of agreements were announced. As an interim Government without the power to effect agreements of this nature held office in Surinam from March-November 1969, further delays have been encountered in bringing the West Surinam talks to a conclusion satisfactory to all parties concerned.

Royal Dutch Shell has entered the second year of an oil drilling program which calls for at least 20 test holes during a 24-month period in its large onshore concession area that stretches along the Surinam coast. Although 17 holes have been drilled to date, no significant finds have been announced. As increased concession rights must be paid following the second year, Shell has stated that it will have to analyze carefully all of its findings to determine whether there is sufficient reason to warrant the continuing of exploratory drillings into a third year.

The production of rice, Surinam's principal agricultural commodity, decreased 3.3% during 1968 to 115,600 tons. Although the large, fully-mechanized plantation at Wageningen upped production by 8% and claimed a 36% share of total rice production in the country, production of the smaller farmers fell 8.6%. Production of refined sugar decreased by 3%, and that of citrus by 15%.

These decreases were more than offset, however, by the substantial increase in banana and plantain production, which jumped from 38,600 tons in 1967 to 51,300 tons in 1968. Banana cultivation has not only been encouraged by the Surinam Government through allocation of aid funds from the Netherlands, but growers have been assured of a ready market for their exports by virtue of an agreement reached with United Fruit Co., which purchases the entire export crop. Further diversification in the agricultural sector is being sought via the investment of aid funds in oil palm cultivation.

Shrimping future promising

Some of the finest shrimping grounds in the Caribbean region lie off the Surinam coast. Although by quantity the total catch increased during 1968 by 32% to 3,650 tons and exports by 36% to 1,560 tons, figures released by Surinam's General Bureau of Statistics indicate a drop of 27% in value of exports during the same period.

The Surinam Central Bank attributes the latter to incorrect f.o.b. prices being used to calculate value. Surinam's only shrimp processing and exporting facility, Surinam American Industries Ltd. (SAIL), changed ownership in early 1969, being purchased by Bumble Bee Seafoods of Astoria, Ore. Bumble Bee has announced plans to expand the plant's operation by the end of 1970 so that the catches of 150 trawlers may be accommodated instead of the present 65. Also, as SAIL's exclusive export rights terminate in 1971, other parties—local, U.S. and Japanese—have shown interest in establishing shrimp processing and shrimp boat servicing facilities in Surinam.

Exports of timber and processed wood products suffered a 6% drop in 1968, from Sf. 8.0 ($4.3) million to Sf. 7.5 ($4.0) million. The Government, however, plans to use development aid to improve the net of logging roads in the forest belt immediately to the south of the coastal plain. If tests prove satisfactory, the Weyerhauser Company plans to build a 1,000 ton per day wood pulp plant using mixed tropical woods. Such a plant would ultimately give employment to some 4,000 Surinamers, would make Weyerhauser the second largest private employer in the country and would greatly help to alleviate the growing problem of unemployment.

Industrial production in the non-bauxite sector to the present has shown only limited growth. The Foundation for

BAUXITE, ALUMINA AND ALUMINUM, which together account for almost 90% of Surinam's exports, are shipped from the port at Paranam by the Surinam Aluminum Co., a wholly-owned subsidiary of ALCOA.

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the Promotion of Investment in Surinam based in The Hague, which has as its aim the channeling of Dutch private capital to Surinam, is able to point to only six successful ventures since its inception in 1966—companies established for the culture of oil palms and for the production of cement, soap powder, plastic pipes, building bricks and animal feed. The small amount of capital invested in these ventures underscores other reports emanating from the Netherlands which indicate that the average Dutch entrepreneur has little interest in establishing a business in a developing country.

Although Surinam's Associate Member status in the Common Market and its abundant, albeit unskilled, labor supply are potential attractions for the manufacturer of semifinished or finished products seeking a market in EEC countries, few companies have located in Surinam with that purpose in mind. Most of the plants mentioned above produce only the limited quantities needed for Surinam's small local market, with resultant tariff adjustments leaving the general public to subsidize the infant industry through the purchase of locally-made products which cost as much if not more than the product previously imported. Both Dutch and Surinam sources are not very hopeful regarding further expansion of light industry if such is geared solely to local demand, feeling rather that it must be geared to export commodities.

Although no reliable statistics on unemployment are published, it is recognized throughout the country as a problem of increasing magnitude. Estimates currently place unemployed at between 10 and 15% of the total work force, but as Surinam has one of the world's highest population growth rates—exceeding 4% per year—this figure threatens to go even higher. As the existing aluminum industry is operating at near capacity and as the Government has to contend with already oversaturated public employment rosters, new outlets are needed to absorb the additional manpower which each year enters the working force. In addition to unemployment, another perennial problem on the labor front is the loss of skilled workers to the Netherlands. This brain drain is fueled by easy access to the Netherlands and by the higher wages available there.

Since the general strike of February 1969, which led to the resignation of the Government, the labor movement has increasingly become aware of the power that it can wield in influencing basic decisions affecting the country's economy. Many trade and company unions have been organized, older unions have been strengthened and frequent strikes of short duration have occurred. It is too early to determine whether the added influence acquired by labor will carry with it an added sense of responsibility on the part of its leaders.

Sales may suffer

Surinam's two-column tariff instituted Feb. 1, 1969 favors EEC countries and may very well end the U.S.'s number one position as supplier of products to the country. Among leading imports from the United States, those most adversely affected by the new tariff are cereal flour, unground cereal grains, structures of iron and steel, paper and paperboard, and taps, cocks and valves.

In light of the new tariff, the most promising possibilities for U.S. sales appear to be in the fields of inorganic compounds required by the aluminum industry, heavy machinery (road construction and mining equipment), heavy-duty motor vehicles, pumps and compressors, and salted meat.

Record trade surplus in 1968

Surinam during 1968 enjoyed the largest trade surplus in its history with exports exceeding imports by $15.8 million. This far exceeded the surplus of $3.9 million registered during 1967. The increase can be attributed to an increase in exports, particularly alumina and aluminum, coupled with a decrease in imports reflecting fewer imports of capital goods in the bauxite sector. This combination of factors illustrates once again the present dependence of the Surinam economy—both internally and externally—on the bauxite industry. The drop in imports was in sharp contrast to the steep rises of previous years. Due in large measure to the favorable trade balance, Surinam ended the year with a $4.0 million balance of payments surplus, a fourfold increase over the $1.0 million surplus of the previous year.

The United States continues to be Surinam's principal trading partner, although from 1967 to 1968 imports from the United States slipped from 40 to 37% of the total, whereas the EEC increased its share from 29 to 33%. As a preferential tariff favoring EEC countries went into effect on Feb. 1, 1969, a further shift in trade from the United States to the EEC is expected.

Of the leading 25 imports from the United States in 1968, seven are adversely affected by the new two-column tariff. The shift in export patterns has not been as great, but even so the U.S. share decreased slightly from 55 to 53% as larger quantities of alumina and aluminum were shipped to Europe.

As during the previous two years, the Surinam Government was forced during 1968 to enlarge the money supply to counter a continued imbalance in public finances. The liquidity position of the Government has steadily worsened during the past three years, the Government's account with the Central Bank being overdrawn by Sf. 2.8 ($1.5) million at the end of 1968. This unhealthy condition has developed in spite of direct budgetary assistance from the Netherlands (Sf. 8.0 ($4.3) million during 1968) and a larger-than-estimated inflow of receipts on the Government's current account.

Surinam is the recipient of large quantities of development aid from the Netherlands through the Five-Year Plan and of lesser amounts from the EEC, the UN and U.S. AID. In contrast to a previous Ten-Year Plan which concentrated on the development of infrastructure, the present Five-Year Plan, extending from 1968 to 1972 and making available up to Sf. 120 ($64.2) million in grants and soft loans, has as its aim the stimulation of directively productive projects. Although the Government of Surinam had the intention of spending Sf. 60 million from these funds during 1968 and 1969, actual expenditures were much more disappointing, totaling Sf. 12.3 ($6.6) million in 1968 and Sf. 7.1 ($3.8) million during the first six months of 1969.

With the renewal in 1969 of Surinam's associate membership in the EEC, further development aid from that source over the next five-year period has been assured.

Easy access to EEC

The Government has stated that during 1970 it will rewrite the current Investment Ordinance with the hope of making more attractive the participation of foreign private capital in the country's development. The reluctance of Dutch private capital to enter the country makes U.S. investment all the more welcome. Because of Surinam's small domestic market, light industry producing semifinished or finished products for export seems the most promising, especially for those industries desiring the advantage of easy access to the European Common Market.

New channel will speed river traffic to Argentine ports

Inter-American Bank loans $25 million for project

The Inter-American Development Bank (IDB) has loaned Argentina the equivalent of $25.5 million to help build a 32-mile-long river channel for ocean-going vessels and river ships between Buenos Aires and ports on the Parana River.

The project also provides for improvements in the ports of Rosario and San Pedro and the installation of route markers along the Parana River as far as Rosario.

In addition to benefitting these ports, the project will also help increase port traffic at such other major shipping points as Campana, Zarate, San Nicolas, Villa Constitucion, Parana and Santa Fe.

Most imported goods and services which are paid for with IDB funds must be procured through competitive bidding among firms headquartered in nations which are Bank members.

Specifics of project

The project, which will be carried out by the port and river agency of the Ministry of Public Works, specifically provides for:

► Dredging and rock-surfacing a channel bed 32-feet deep from a point called Kilometer 12, located on the northern access channel to the port of Buenos Aires, to Kilometer 56 on the Parana de las Palmas River. The width of the channel will range from 128 to 136 meters;

► Construction of a 328-meter-long grain handling dock at the port of San Pedro and five supporting columns for a future loading facility .The dock will permit mooring of ships weighing up to 10,000 tons;

► Construction of a 616-meter-long dock at the port of Rosario, also allowing for the tie-up of ships weighing up to 10,000 tons, and

► Installation of luminous buoys along 231 miles of the Parana de las Palmas and Parana rivers.

The existing major channel leading into the Parana River and its delta follows an indirect route and currently allows passage only for ships with a draft of less than 24 feet. Owing to the limited depth, about 90% of the vessels making this run can utilize barely 30 to 50% of their cargo capacity. Much of the cargo—primarily grains, timber, oil seeds, liquid fuels and raw materials for the steel industry—must be loaded and unloaded at entry and exit ports along the route in order to lighten ship weight.

Use of the new channel, which will reduce port charges, passage time and distance for ships, is expected to bring about a savings in shipment costs of some $9.4 million annually.

West Germany increases coal import quota by 20% to replenish stockpiles

The Government of the Federal Republic of Germany has raised the 1970 duty-free import quota of hard coal (the applicable German tariff number covers anthracite and bituminous coal) from non-EEC countries from 6 million to 7.2 million metric tons. This is an increase of 20%, the maximum percentage change authorized under the Law on Duty Free Coal Import Quotas for 1968, 1969, and 1970, dated Dec. 22, 1967.

The measure to increase the quota was taken because of the continuing depletion of the stockpiles of German coal mining firms in the face of sustained high domestic demand.

Malaysia restates policy governing joint ventures

The Malaysian Government has reiterated its policy on foreign participation in joint ventures in order to clear up any misunderstandings that may have arisen among foreign investors.

The Malaysian Government welcomes both domestic and foreign investments in manufacturing enterprises. It is not a fixed rule of the Government that joint ventures must provide for 51% domestic and 49% foreign equity participation. Although it is desirable to have as much local Malaysian participation in joint ventures as possible, the exact ratio between local and foreign parties is negotiable and each case is determined on its own merits.

Greater flexibility in the ratio of foreign equity participation is afforded export-oriented industries; the extent of domestic participation in those cases, according to the Malaysian Government, could even be nominal.

Philippines limits transfers of stock to non-residents

In the latest in a series of measures to ease balance of payments pressures, the Philippine Government announced on Dec. 26 that it will closely regulate the sale and transfer of securities between residents and non-residents of the Philippines. The Central Bank memorandum establishing these new regulations does not apply to trading on U.S. stock exchanges of Philippine securities held in the United States.

Under the new regulations, every sale, assignment, encumbrance, transfer, or delivery of securities by a Philippine resident to a non-resident, as well as every export of securities from the Philippines, requires prior approval either by the Central Bank or its authorized security dealers. Such approval is required for both Philippine and foreign securities, whether the transactions are effected in the Philippines or abroad, and whether or not an export or import of securities is involved. The memo also stipulates that resident brokers effecting purchases of securities for a non-resident shall be regarded as a resident selling such securities to a non-resident even though they are acting as agent.

The following security transactions also require approval by the Central Bank or its authorized agents:

- Every sale of securities in the Philippines or for delivery there by a non-resident;
- Every purchase by a resident of securities owned by a non-resident.

Sales of Philippine securities in the Philippines by or on behalf of non-residents may be approved by an authorized dealer where the securities were purchased in the Philippines by the non-resident and the purchase was registered with the Central Bank by an authorized security dealer.

Sales of this type will only be approved where (a) the non-resident, in whose name the registration of the purchase of the securities was made with the Central Bank, has been continuously the owner since the date of purchase; and (b) the serial or identifying numbers of the securities being sold are those shown on the registration certificate originally submitted to the Central Bank.

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Development banks in Brazil, Singapore get World Bank loans totaling $30 million

The World Bank has made its first loans to development finance companies in Brazil and Singapore. A loan of $25 million will contribute to industrial development in Northeast Brazil and a loan of $5 million will support Singapore's industrialization program.

The Banco do Nordeste do Brasil, S.A. (BNB) serves as a development bank for the Northeast region and is a full fledged commercial bank as well. It is the only source of long-term financing for the average industrialist in the Northeast.

Despite the steady expansion of its industrial lending, an increasing backlog of loan applications indicates that BNB has not been able to keep pace with the demand in recent years. The World Bank loan will provide BNB with the foreign currency it will need over the next two years for loans to and investments in private industrial firms in the Northeast, and BNB is making arrangements to obtain additional long-term cruzeiro funds for its industrial lending program.

The Development Bank of Singapore (DBS) is the main institutional source of long-term industrial finance in Singapore. Since it started operations in 1968 it has approved long-term loans and equity investments totaling the equivalent of $60 million for a wide variety of projects. The World Bank will provide DBS with $5 million of additional resources. DBS expects to finance its remaining needs for the next two years from internal cash generation, additional lines of credit from the Government and other borrowing.

Philippines restricts foreign exchange paid for services

U.S. firms considering service activities in the Philippines should be aware that they may not be able to obtain payment in dollars for services rendered unless they are considered essential by the Central Bank.

Under recent foreign exchange restrictions (Central Bank Circulars 281 and 282; see INTERNATIONAL COMMERCE, Dec. 29), the Central Bank of the Philippines will, "to the extent resources are available," meet foreign exchange demands only for those types of services performed by non-residents which are judged essential to the Philippine economy.

Accordingly, all U.S. firms wishing to be paid in dollars for services should seek advance written clearance from the Central Bank that dollar payments will be authorized. Firms should no longer rely on previous means of assuring dollar payment, such as the reputations of local firms or contracts calling for payment in foreign exchange since, under existing Philippine law, such contracts are not legally enforceable.

Record diamond year sparks interest in Lesotho minerals

The Department of Mines in Maseru, Lesotho reports that during the past year private diggers produced a record $1.7 million in diamonds.

The announcement comes at a time when some of the larger mining firms are performing feasibility studies in Lesotho. Rio Tinto and Lonrho mining houses have invested at least $700,000 each in bulk sampling operations to determine the feasibility of full-scale operations. Additional interest in the mineral potential of Lesotho is evidenced by the fact that six new mining contracts were signed during the past year.

Venezuelan airline to expand service with Eximbank loan

The U.S. Export-Import Bank has announced the authorization of a $1,377,000 credit to Venezuela's airline to help finance the purchase of one used DC-9-31 jet aircraft costing a total of $3.6 million.

The borrower, Aerovias Venezolanas, S.A. (AVENSA), will make a cash payment of $540,000, Pacific Southwest Airlines will lend $306,000, and a $1,377,000 loan will be provided by Bank of America. The DC-9-31 will assist AVENSA to meet growing traffic demands.

The Eximbank loan is to be repaid in five semi-annual installments beginning in February 1973, with interest on outstanding balances at an annual rate of 6%. It is to be guaranteed by a group of four Venezuelan commercial firms headed by H. L. Boulton & Co.

Indian nylon filament plant to buy U.S. goods with loan

The Export-Import Bank of the United States has authorized a $1.9 million loan to Shree Synthetics, Ltd., of Calcutta, to help finance the purchase of some $3.5 million of equipment, machinery, materials, and services from the United States for use in the construction of a nylon-6 filament yarn plant.

Chemtex, Inc. of New York City will be an equity participant and will provide engineering services and supervise plant construction at Bhopal Madhya Pradesh, India. It will have a production capacity of three metric tons per day and will cost a total of $11.3 million.

The Punjab National Bank, Ltd. and the Union Bank of India, Ltd. will participate in the financing and will guarantee Eximbank's loan. The loan is to be repaid in 11 semi-annual installments beginning in August, 1976, with interest on outstanding balances at an annual rate of 6%.

Jamaica currency changeover was faster than expected

The changeover in Jamaican currency, originally scheduled to take one year, will be completed by Mar. 31, according to the Jamaica Industrial Development Corp. After that date, Jamaica's old sterling currency will no longer be legal tender, and will be withdrawn from circulation as quickly as possible.

The termination of the changeover period will come less than eight months after the new decimal coinage went into circulation last Sept. 8.

The new currency is based on a Jamaica dollar worth $1.20 (U.S.).

U.S. world ties listed

The Department of State has published "Treaties in Force: A List of Treaties and Other International Agreements of the United States in Force on January 1, 1970."

This 386-page collection reflects the bilateral relations of the United States with 153 countries or other political entities and the multilateral relations of the United States with other contracting parties to more than 370 treaties and agreements on 80 subjects. The 1970 edition lists some 200 new treaties and agreements including the Vienna convention on consular relations; the Tokyo convention on offenses and certain other acts committed on board aircraft; the convention on the service abroad of judicial and extrajudicial documents in civil or commercial matters; five customs conventions on containers, professional equipment and ECS, TIR, and ATA carnets; and air transport agreements with Czechoslovakia and Jamaica.

The 1970 edition of *Treaties in Force* is Department of State Publication 8513. It is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, for $2.75.

Two British firms seek U.S. licenses

• A British manufacturer of cable reels and measuring equipment, electrical slip rings, crane accessories and roller coaters seeks licenses to make products complementary to its present product line. The firm, a subsidiary of EMS Electrical Holdings has about 120 employees, including 10 salesmen.

Write: Malcolm Cross Division, EMS Electrical Products Ltd., Station Road, Uppingham, Rutland, England. WTD. **P-70397.**

• Licenses to produce electrical, electro-mechanical or electronic power controls are sought by a British manufacturer of transformers and power controls. The firm employs approximately 230.

Write: Zenith Electric Co. Ltd., Pinecrest Works, Cranfield Road, Wavendon, Bletchley, Buckinghamshire, England. WTD. **P-70398.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Ivory Coast Government interested in establishing new pulp and paper mill

The Government of the Ivory Coast seeks a U.S. company to establish a pulp and paper mill. The mill would be located in the southwest and have a capacity of 250,000 to 500,000 tons annually.

Interested U.S. firms can obtain a brief resume of the project in French by writing the Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230.

Write: Bureau du Developpement Industriel (BDI), Ministere du Plan, B.P. 649, Abidjan, Ivory Coast. **P-70403.**

Yugoslav industrial projects receive funds from World Bank

Loan of $18.5 million will help cover cost of modernization

Three important industrial enterprises in Yugoslavia—producers of cars, steel tubes and automotive wheels—will modernize and expand their productive facilities with the assistance of a World Bank loan of $18.5 million.

The loan will be made to the Yugoslav Investment Bank and guaranteed by the Socialist Federal Republic of Yugoslavia. It will be for a term of 14 years, including a 2½-year grace period, with interest at 7%. Girard Trust Bank, Philadelphia and The National Bank of Commerce of Seattle will participate in the loan for a total amount of $200,000. The Investment Bank will relend the funds on the same terms as the Bank loan with interest at 8% as follows:

► $10 million to Zavodi Crvena Zastava (ZCZ), Yugoslavia's largest and only integrated car manufacturer. ZCZ plans to expand from a production of 56,000 vehicles in 1968 to an output of 200,000 vehicles in 1974.

► $6.2 million to Zeljezara Sisak, the largest producer of steel tubes in Yugoslavia. Sisak plans to install equipment for continuous casting and for the separation of the medium and heavy tube mills. It will increase its output of seamless tubes from 79,000 to about 140,000 tons a year by 1973, and reduce unit manufacturing costs.

► $2.3 million to Industria Poljoprivrednih Masina, Yugoslavia's only producer of combine harvesters and automobile, truck and tractor wheels. The project will increase output of automotive wheels from 500,000 in 1968 to 2.3 million a year in 1973, which will match the expansion of Yugoslavia's automotive industry.

The total cost of the three projects is estimated at the equivalent of $125 million. The Bank loan will provide $18.5 million of the $46 million required in foreign exchange. The ZCZ car manufacturing project is by far the largest of the three, estimated to cost about $106 million. Additional financing for this project will be provided by the Bank's affiliate, the International Finance Corp., and Fiat of Italy through quasi-equity investments, by Yugoslav banks and enterprises, and by suppliers' credits. ZCZ's cars are manufactured under a licensing agreement with Fiat, which includes provision for technical and marketing assistance and an exchange of components.

A study of the Yugoslav car market shows that car sales are expected to continue their rapid growth, reaching 340,000 by 1974. ZCZ expects to supply about 45% of domestic demand and continue to develop its export market.

Yugoslav industry has developed very rapidly since World War II and has now become the most important sector in the economy. At first, production was directed toward meeting the needs of the domestic market, which proved too small in itself to allow the achievement of modern economies of scale in many industries. Reorganization and modernization became necessary to enable enterprises to compete more successfully in domestic and foreign markets.

The Economic Reform of July 1965 introduced measures to stimulate exports, to liberalize imports, and to reorganize and modernize industry. Following a period of adjustment, it is estimated that growth in industrial production exceeded 12% in 1969. Industrial exports, including mining products, have increased substantially over the last few years and now account for about 80% of merchandise exports.

Since 1967, joint ventures with private foreign firms have been possible. The Government has taken a number of steps to facilitate this development. The ZCZ-Fiat undertaking, the largest yet to be organized, may encourage similar future ventures.

XUM

Australia plans to build railway; seeks contractors to prequalify for venture

Worldwide tenders will be called in the next couple of months by the Ministry of Transportation for the construction of a 250-mile standard gauge railway from Kalgoorlie to Esperance through Kambalda.

The Government plans to build this project in three stages. First, the Widgiemooltha-Esperance strip is to be upgraded by a method involving complete re-ballasting and partial re-railing and re-sleepering under traffic. Second, construction of the Kalgoorlie-Kambalda standard gauge railway will be completed. Third, the Kambalda to Esperance standard gauge railway will be constructed several years later, depending on nickel mining growth needs.

The Government welcomes registration on tendering for the first and second stages, the deadline is February 13. Cable registration is acceptable, providing applicants submit full information regarding previous experience, financial standing and staffing. Acceptable registrants for stage one will be issued tender documents immediately. Tenders for stage two will be issued to acceptable registrants, but whether the Government proceeds on the work depends on economic feasibility in light of proposed capital financing. Contractors who desire to be included in this list of accredited tenderers should apply to the Chief Civil Engineer, 605 Wellington St., Perth, Western Australia 6000.

Copies of a brochure on this project are available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3602) and from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

NATO issues tender for transceivers

The Secretary General of the North Atlantic Treaty Organization has issued Tender No. 1970/6 for the supply of transceivers. The bid deadline is Feb. 6.

Bids should offer six VHF transceivers with associated accessories, antennas, and a battery charging system. Due to the short deadline, an extension of the bid deadline has already been requested.

Copies of the tender announcement and specifications are available from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823), on a short-term loan basis to firms located in the U.S.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms may contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

201 Meat products

20110—GERMANY—Dried beef cubes and/or frozen beef cubes. C.i.f. European ports. Rheinische Feinkost GmbH (distributor, manufacturer), 44 Ludenberger Str., 4006 Erkrath b. Duesseldorf. WTD 1/70.

20119—ITALY—Tanned and dyed hides for furnishings use and having following sizes: 45/50 sq. ft. surface and about 1 m/m thick. Styl Arte (manufacturer), Madonna della Neve, Nebbiuno (Novara). WTD 1/70.

203 Canning, preserving foods

20353—NIGERIA—Mustard powder: ingredients necessary for manufacture of bottled mustard. A. T. Bordman & Co. Ltd. (WTD on R. Lababedi Group of Companies) (importer, distributor, manufacturer), Ilupeju Industrial Estate, P.O. Box 712, Lagos. WTD in preparation.

209 Food preparations

20951 — KOREA — Coffee beans, roasted, blended ready for grinding, canning. Monthly requirement estimates 22,000 lbs. Samples, quotations on regular, periodic basis requested. Myung Jin Trading Co., Ltd. (c/o Byung-kwon AHN) (importer, distributor, manufacturer), Room 638 Bando Bldg., 180, 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 6/69.

221 Broad woven fabric mills, cotton

22118—ETHIOPIA—Cotton sheets, pillowcases. Price quotations c.i.f. Ethiopian ports desired. Akbarally Kamruddin and Co. (Eth) Ltd. (importer, distributor), P.O. Box 230, Addis Ababa. WTD in preparation.

228 Yarn, thread mills, products

● **22800—BURMA**—19,000 to 75,300 lbs. of 1/40 grey cotton yarn carded in hanks or on cones and 41,900 to 151,400 lbs. of grey cotton sewing yarn. Bids to be mailed to the Chairman, Textile Mills Procurement Committee, 53 Pyidaungsu Yeiktha Road, Rangoon, Burma. The closing date for bids is Feb. 27. Tender documents are available from the Office of Textiles, Room 5026, Department of Commerce, Washington, D.C. 20230 ★(202-967-5238).

239 Fabricated textile products

23963—AUSTRALIA—Trimmings and findings. Andrews Brothers Pty. Ltd. (importer, distributor, agent), Box 413, P.O. North Sydney, N.S.W. 2060. WTD in preparation.

241 Logging camps, logging contractors

24110—ITALY—Sawn Douglas fir (quality and grade according "R" list); sawn pitchpine (quality and grade according GCC 1923 list). Correspondence requested in Italian, German. Angelo Villa & Figlio (distributor, manufacturer), Via Monza 61/63, Cernusco sul Naviglio 20063 (Milan). WTD 12/69.

264 Converted paper, paperboard products

26440—SPAIN—Wallpaper. Parra-Castillo. (importer, distributor), Juan Bravo 1 & 2, Madrid (6). WTD 12/69.

282 Synthetic materials

28210 — NETHERLANDS — Heavy petrochemical products. Sales territory: western Europe. Holland Petroleum N.V. (Attn: R. Ch. B. Labouchere) (agent), 34a Wijnhaven, Rotterdam. WTD 1/70.

283 Drugs

● **28300 — MALAWI** — The Government Medical Stores, Private Bag 10, Blantyre, has issued an invitation for bids for the supply of drugs and pharmaceuticals. Formal Tender Specification No. 70/1; bid deadline Feb. 26. Calls for bids on upwards of 35 items, including chloramphenicol ear drops, 5 ml., 10,000 bottles; concentrated orange juice, 200 liters; neomycin w/corticosteroid ophthalmic solution, 3 ml., 5,000 bottles; chloramphenicol palmitate suspension, 500,000 ml.; tetracycline ophthalmic ointment 1%, 3.5 gm., 10,000 tubes; sulfacetamide ophthalmic ointment 10%, 3.5 gm., 25,000 tubes; undecylenate topical ointment, 30 gm., 1,500 tubes; undecylenate powder, 75 gm., 250 cans; adrenalin solution 1:1000, 30 ml., 500 bottles; glycerine adult tropic suppositories, 12's, 750 boxes; emulsifying wax, 250 kg.; chloroxylenol solution, 14,000 liters; multiple vitamins w/minerals syrup, 1,875 liters; mepyramine maleate mixture for children, 25 mg./5 ml., 100 liters; and malt extract w/cod liver oil, 3,000 kg.

Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

28300—ISRAEL—Drugs, pharmaceuticals and pharmaceutical chemicals, all kinds, in manufacturers' containers, and in bulk form for newly established company. Direct purchase and exclusive agency. Osrogi Ltd. (importer, distributor/wholesale, agent), 56 Allenby Rd., P.O. Box 4773, Tel Aviv. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28440—ISRAEL—Cosmetics, toilet articles, related items. Direct purchase and exclusive agency. Osrogi Ltd. (importer, distributor/wholesale, agent), 56 Allenby Rd., P.O. Box 4773, Tel Aviv. WTD in preparation.

295 Paving, roofing materials

29523—NETHERLANDS—Asphalt shingles for roof covering. Exclusive representation and/or direct purchase for own use. N.V. Aannemingas- en Handelmaatschappij van Doorn-Krabbendijke (Attn: W. M. van Doorn, Mgr.) (importer, distributor, building contractor), 11 Dorpsstraat, Krabbendijke. WTD 12/69.

299 Products of petroleum, coal

29926—AUSTRALIA—Oil and greases for use on cryogenic pumps, drives and shafts (oxygen usage). Technical Indexes (Aust.) Pty. Ltd. (importer, distributor, agent), "Stanhill," 34 Queens Road, Melbourne, Victoria 3004. WTD in preparation.

306 Fabricated rubber products

30690—ISRAEL—Rubber medical sundries such as urinals, bedpans, bed-rings (pneumatic), and mattress protectors. Direct purchase and exclusive agency. Osrogi Ltd. (importer, distributor/wholesale, agent), 56 Allenby Rd., P.O. Box 4773, Tel Aviv. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

32920 — SPAIN — Asbestos products for building purposes, especially vinyl asbestos floor tiles, roofing materials. Parra-Castillo (importer, distributor), Juan Bravo, 1 & 2, Madrid (6). WTD 12/69.

32962 — SPAIN — Acoustical pads, boards. Parra-Castillo (importer, distributor), Juan Bravo, 1 & 2, Madrid (6), Spain. WTD 12/69.

331 Steel mill products

● **33100—JAMAICA**—Pipes and pipe fittings required for water mains: 125,250 feet of diameters ranging from 30 inches to 12¾ inches to be supplied in steel, ductile iron, prestressed concrete or asbestos cement. Tender contract S. 1A; bid deadline Feb. 23. Water Commission, Kingston. For further information contact Iron & Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2363). Copies of tender documents are available for $100 (Jamaican) from Howard Humphreys & Sons (Jamaica), 4 Marescaux Road, P.O. Box 17, Kingston 5, Jamaica.

33128—SWITZERLAND—Steel bars and sheets for manufacture of portable power-driven hand tools. Hilti Aktiengesellschaft (Attn: Mr. Hurlimann) (manufacturer), FL-9494 Schaan, Principality of Liechtenstein. WTD in preparation.

333 Primary smelting, refining of nonferrous metals

33323—HONG KONG—Ninety thousand lbs. of plumber solder; 1,500 lbs. resin cored solder; 60 lbs. fine tinman's solder; and 12,000 lbs. flux cored solder wire; all in BSS. Bid deadline Feb. 25. Copies of specifications and conditions of tender available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Hong Kong Telephone Co., Ltd. (public utility), G.P.O. Box 479. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—CYPRUS**—Supply of various sizes of copper conductor cables. Bid deadline Feb. 26. Tender No. 85/1970 Ref: E/1/787/129/70. Contact the General Manager and Chief Engineer, Electricity Authority of Cyprus, P.O. Box 1466, Nicosia, Cyprus.

● **33500 — INDIA** — Supply of derivation cables for railway electrification. Bid deadline Mar. 1. Tender No. R.E.(S)/22 of 1969. Contact Joint Director, Railway Electrification (Stores), Railway Board, Room No. 102, Rail Bhavan, Raisina Road, New Delhi-1, India. Tender documents available from India Supply Mission, Washington, D.C. 20008. Ref: D/ENQ/13.

● Supply of aluminum sheathed telecommunication cables for railway electrification. Bid deadline Mar. 5; Tender No. RE(S)/23 of 1969. Contact Joint Director, Electrification (Stores), Railway Board, Rail Bhavan, Raisina Road, New Delhi-1, India. Tender documents available from India Supply Mission, Washington, D.C. 20008. Ref.: D/ENQ/13.

33578—SWITZERLAND—Small cables for application in small electric motors. Hilti Aktiengesellschaft (Attn: Mr. Hurlimann), (manufacturer), FL-9494 Schaan, Principality of Liechtenstein. WTD in preparation.

349 Fabricated metal products

● **34900 — SINGAPORE** — Low pressure piping equipment including water storage tanks and pumps. A deposit of $328.95, which is refundable on receipt of a bona fide tender, is required for the tender documents. Bid deadline has not been specified. A copy of the application should be sent simultaneously to the Chief Electrical Engineer, Public Utilities Board, City Hall, St. Andrew's Road, Singapore 6; and the Board's Consulting Engineers Merz & McLellan, Amberley, Killingsworth, Newcastle Upon Tyne, NE 12 ORS, England. Only manufacturers and civil engineering contractors in member countries of the IBRD and Switzerland are eligible to apply for the tender.

● **SINGAPORE** — High pressure piping equipment and valves. Bid deadline has not been set. A deposit of $328.95, which is refundable on receipt of a bona fide tender, is required for the tender documents. A copy of the application should be sent simultaneously to the Chief Electrical Engineer, Public Utilities Board, City Hall, St. Andrew's Road, Singapore 6, Singapore; and, the Board's Consulting Engineers, Merz & McLellan, Amberley, Killingworth, Newcastle Upon Tyne, NE 12 ORS, England. Only manufacturers and civil engineering contractors in member countries of the IBRD and Switzerland are eligible to apply for the tender.

XUM

352 Farm machinery

35227—GERMANY—Lawn mowers, lawn sweepers, lawn edgers, lawn rollers and any new types of lawn equipment. C.i.f. European ports. H. Putsch & Comp. (importer, distributor, exporter), 13 Frankfurter Str., 58 Hagen/Westf. WTD in preparation.

35228—TRINIDAD & TOBAGO—Automatic chicken waterers for poultry industry. Direct purchase and agency. Davidson-Arnott & Co. Ltd. (importer, distributor, agent), 110 Henry St., Port of Spain, Trinidad, W.I. WTD 8/69.

353 Construction, mining, materials handling machinery, equipment

● **35300—BURMA**—Intraplant transportation equipment, including: 5 flat cars, with a maximum load of 5 tons; various quantities of rail fittings with joint bolts; 1 traverser, 35 tons capacity; traverser rail and rail fittings; and 12 flat trailers, 5 ton capacity. Tender No. 41(T) PF&CIB(S)69/4324; bid deadline Feb. 28. Union of Burma, Paper Factory and Chemical Industries Board, Union of Burma Applied Research Institute Bldg., Yankin P.O., Kanbe, Rangoon. Specifications are available, on a short term loan basis, to firms domiciled in the U.S. from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35300—MOZAMBIQUE**—17 electric cranes for the Port of Lourenco Marques. Tender No. 1/70; bid deadline Apr. 24. Office of the Chief Storekeeper, 2nd Section, Mozambique Harbors, Railways and Transport (MHRT), P.O. Box 2119, Lourenco Marques. Bidders must make a qualifying deposit of $35,248.50 in cash or a bank guarantee of like value. Complete bidding documents may be purchased from the Treasurer of MHRT at the above address for $5.30, exclusive of the mailing charges.

● **35300—TURKEY**—3 fork lift trucks, min. load five tons, min. lift 2 m., min. wheelbase 2,000 mm., overall width 2,200 mm., length 5,000 mm., net vehicular weight max. 8 tons, ground clearance 100 mm., min., hydraulic tilt of fork-lift frame 3° front, 7° rear, 4 stroke, 60 HP diesel or gasoline engine, hydraulic brake. Bid bonds: 3-7.5%, performance bond twice the amount of bid bond. Delivery within 3 months from date of contract. Bid deadline Mar. 2. Post, Telephone & Telegraph Administration, Ankara. English bid specifications are available for $9.00 from the Modern Translation Bureau, Karanfil Sokak 49/2, Ankara.

35330—YUGOSLAVIA—Rental of offshore oil drilling rig for six months, summer 1970 for exploratory drilling; up to $5,000,000, 30% down, 5 years to pay remainder. Terms probably negotiable. INA-Naftaplin, Attn: Nikola Cizmic, Asst. Mgr. (offshore oil exploration), Proleterskih brigada 18, Zagreb. WTD 5/69.

354 Metalworking machinery

● **35400—BURMA**—One cutter knife grinder, grinding length—2,800 mm., grinding width —350 mm.; one slitter knife grinder; and accessories. Tender No. 36 (T) PF & CIB (S) 69/4293; bid deadline Feb. 28. General Manager/Secretary, Paper Factory and Chemical Industries Board, Rangoon. Specifications are available from the Metalworking Equipment Division, BDSA-649, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5652). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

355 Special industry machinery

● **35500—BURMA**—Pulp and paper machinery, including: bamboo chip washer, knot screen, refiner, centri-cleaner, chlorine mixer and high speed disintegrators. Tender No. 40(T) PF&CIB(S)69/4323; bid deadline Feb. 28. Union of Burma, Paper Factory and Chemical Industries Board, Union of Burma Applied Research Institute Bldg., Yankin P.O., Kanbe, Rangoon. Specifications are available on a short term loan basis to firms domiciled in the U.S. from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **BURMA**—Replacement parts for pulp and paper machinery, including: slitting knives, cutting knives, doctor knives, face plates, etc. of various quantities. Tender No. 37(T) PF&CIB(S)69/4294; bid deadline Feb. 28. Union of Burma, Paper Factory and Chemical Industries Board, Union of Burma Applied Research Institute Bldg., Yankin P.O., Kanbe, Rangoon. Specifications are available from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585), on a short term loan basis.

● **35500—MAURITIUS**—Supply of mechanical and electrical equipment and construction of a dry process cement factory with an annual capacity of 100,000–150,000 tons.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181, Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 778-2220, Ext. 2151.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 553-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jeffersen Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1100 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

Training of operating personnel also to be included. Quotations are requested as soon as possible. Ministry of Commerce and Industry, 4th Floor, Anglo-Mauritius Bldg., Port Louis. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35513 — TANZANIA — Pineapple canning machinery, complete line for slices, juice and crushed pineapple for potential new industry. The National Milling Corp. (importer, distributor, manufacturer), 74/1 Pugu Rd., P.O. Box 2250, Dar es Salaam. WTD in preparation.

35552 — GERMANY — Machinery for the printing trade, i.e. paper cutters, binding machines, folding machines, etc. Direct purchase and agency. Heinrich Baumann (importer, distributor, agent), 6 Frankfurt/M.-West, Ludwig Landmann Str. 389. WTD 1/70.

35591—INDIA—Two synthetic resin plants, two hard resin plants, two drum sheet radium filters and 60,000 pieces of asbestos filter sheets. Resin plants should be of 6,000 liters useful capacity with high pressure steam heating system, working temperature 280 degrees centigrade, working pressure in the vessel 3 atm.g. and vacuum in the high steam pressure tube 150 atm.g. with associated high pressure steam generator of capacity of 200,000 kcal/hr. The drum sheet radium filter should be suitable for circular asbestos sheets of 30 cms. diameter with center hole. Chowgule & Co. (Hind) Private Ltd. (importer, manufacturer), India House, Opposite G.P.O., Walchand Hirachand Marg, Bombay 1. WTD in preparation.

35595—INDIA—One hard gelatine capsule plant with a capacity of 30 to 35 thousand finished two piece hard gelatine capsules size No. 2. Plant should include set of changed parts to manufacture No. 0 (zero) size capsules and replacement parts and accessories. Detailed specifications available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Alembic Chemical Works Co. Ltd. (manufacturer), Alembic Rd., Baroda 3, Gujarat. WTD in preparation.

356 General industrial equipment

● **35600 — BURMA** — Varying sizes and quantities of pumps, including: black liquor pumps, hot water pumps, stock pumps, fresh water pumps and waste water pumps. Tender No. 42(T)PF&CIB(S)69/4325; bid deadline Feb. 28. Union of Burma, Paper Factory and Chemical Industries Board, Union of Burma Applied Research Institute Bldg., Yankin P.O., Kanbe, Rangoon. Specifications are available on a short term loan basis to firms domiciled in the U.S. from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35600—BURMA**—Varying quantities of: steel tape stretchers, steel tape sealers, steel tape cutters, steel tape (for baling), seals, scales, platform scales, pallet trucks, portable mixers, etc. Tender No. 38(T)PF&CIB(S)69/4295; bid deadline Feb. 28. Union of Burma, Paper Factory and Chemical Industries Board, Union of Burma Applied Research Institute Bldg., Yankin P.O., Kanbe, Rangoon. Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35600—PAKISTAN**—12 lever operating, 100-ton, screw jacks; 4 hydraulic jacks; 1 hydraulic jacking unit of 100-ton capacity and spare parts for above items for two years maintenance. Tender No. PR-I/69/PMP/11; bid deadline Feb. 21. Secretary, Railway Board, Government of West Pakistan, P.W.R. Headquarters (Room No. 19, Ground Floor), Empress Road, Lahore. Specifications are available on a short term loan basis to firms domiciled in the U.S. from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35600—SINGAPORE**—Four boiler feed pumps each capable of delivering 930,000 lb./hour of feed water against a discharge pressure of 2,300 lb. f/in² (gauge) at a temperature of 300° F (149° C). Bid deadline has not been specified. A deposit of $328.95, which is refundable on receipt of a bona fide tender, is required for the tender documents. A copy of the application should be sent simultaneously to the Chief Electrical Engineer, Public Utilities Board, City Hall, St. Andrew's Road, Singapore 6; and, the Board's consulting engineers, Merz & McLellan, Amberley, Killingworth, Newcastle Upon Tyne, NE 12 ORS, England. Only manufacturers and civil engineering contractors in member countries of the IBRD and Switzerland are eligible to apply for the tender.

35612—NETHERLANDS—Low priced high vacuum pumps for vacuum food products packaging machines; volume between 60-100 cubic centimeters; price range below $600-$800 level. Direct purchase for own use and/or representation for Common Market area. Henkelman N.V., Attn: Mr. Willem N. Henkelman, Gen. Mgr. (importer, distributor/exporter, manufacturer), 13 Rietveldenweg, 's-Hertogenbosch. WTD 12/69.

35614 — ISRAEL — High-pressure air compressor working on up to 210 Atm. equivalent to about 3,200 PSI, with capacity from 2,000 cubic meters per hr. and above. Oxygen & Argon Works Ltd. (importer, manufacturer), New Industrial Zone, Herzliya. WTD 5/69.

35621—SWITZERLAND—Small ball bearings for application in small electric motors (power-driven hand drills). Hilti Aktiengesellschaft. Attn: Mr. Hurlimann (manufacturer), FL-9494 Schaan, Principality of Liechtenstein. WTD in preparation.

357 Office, computing, accounting machines

● **35700—CHILE**—Supply of 130 electric adding machines; 30 electric calculating machines; 20 electric typewriters. Tender No. 1; bid deadline Feb. 16. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Invited by Direccion de Aprovisionamiento del Estado, Compras en el extranjero, Casilla (P.O.B.) 24-D, Santiago, Chile. Terms and specifications available on loan basis from the Scientific and Business Equipment Division. BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

35731 — SWITZERLAND — Small computers, input/output equipment. Computer AG (importer, agent, retailer), Badenerstrasse 551, 8048 Zurich. WTD 5/69.

358 Service industry equipment

● **35800—CHILE**—Supply of industrial air conditioning and refrigeration machinery complete for use in the new hydro-electric plant of "ENDESA" El Toro located in the south of Chile. Turn-key operation and technical assistance will be required. Tender No. n/n; bid deadline Apr. 8. Bidders must be legally represented in Chile. Empresa Nacional de Electricidad S.A., "ENDESA," Calle Santa Rosa No. 76, Santiago. Specifications are available on a short term loan basis from the General Industrial Equipment Division, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35820 — FRANCE — Commercial laundry equipment: drycleaning presses. Descriptive literature, price lists requested. Chaix & Cie. (importer, distributor, agent), B.P. No. 29, 33 La Teste. WTD 10/69.

35850 — SPAIN — Refrigeration machinery and equipment, especially air-conditioners, commercial refrigeration equipment, etc. Jorge E. Mora (importer, distributor), Valentin Sanz, 2, Santa Cruz de Tenerife. WTD 11/69.

361 Electric transmission, distribution equipment

● **36100—GREECE**—The bid deadline for the supply of electronic measuring instruments has been extended from Feb. 6 to Feb. 24 (INTERNATIONAL COMMERCE, Jan. 19, p. 78; *Commerce Business Daily*, Jan. 13, p. 15). The Tender No. is 6758 and included among the commodities requested are large quantities of high frequency meters and generators, frequency counters, diodes checkers, VTV meters, multimeters, chart recorders, distortion meters, psophometric filters, oscilloscopes. Invited by the Hellenic Telecommunications Organization, S.A. (OTE), 6 Klissovis St., Athens, Greece. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230★ (202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

● **36100—INDIA**—Supply 3 each Silicon KW each; 1 each Silicon rectifiers set, complete, 4,000 KW. Tender No. EL93/2/16/1; bid deadline Mar. 15. Chief Electrical Engineer, Western Railway, Chruchgate, Bombay 20, India. One set of specifications available for reference only, not loan, from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241).

● **36100—THAILAND**—Supply 50 each 15 KVA; 300 each KVA; 250 each 75 KVA and 100 each 100 KVA distribution transformers. Tender No. MEA-PSD-180; bid deadline Mar. 13. Purchase & Stores Dept., Metropolitan Electricity Authority, Bangkok 2, Thailand. Specifications available from the Power & Electrical Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). Copy of specifications available from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

362 Electrical industrial apparatus

36240—SWITZERLAND—Carbon brushes for small electric motors. Hilti Aktiengesellschaft; Attn: Mr. Hurlimann (manufacturer), FL-9494 Schaan, Principality of Liechtenstein. WTD in preparation.

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363 Household appliances

36320 — SPAIN — Household refrigerators, freezers. Jorge E. Mora (importer, distributor), Valentin Sanz, 2, Santa Cruz de Tenerife. WTD 11/69.

364 Current carrying wiring devices

● **36400—CHILE**—Supply 1,570 electrical connectors, high-tension, for substations. Specification No. 15-16; bid deadline Mar. 17. Payment under IBRD Loan No. 479-CH. Empresa Nacional de Electricidad S.A., "ENDESA," calle Santa Rose No. 76, 14th Floor (Seccion Equipo Electrico), Santiago, Chile. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Washington, D.C. 20230 ★(202-967-4241).

● **36400—THAILAND**—Supply 4,850 road way lighting luminaire; 800 each 80 watt, 1,200 each 125 watt, 350 each 250 watt, 200 each 400 watt lamp, high pressure mercury fluorescent; 9,340 each lamp, fluorescent; 9,340 each starter; 80 each road way lighting luminaires. Tender No. MEA-PAS-179; bid deadline Mar. 6. Purchase & Stores Department, Metropolitan Electricity Authority, Bangkok 2, Thailand. Specifications available from Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. ★(202-967-4241). Copies available from Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 95102 (415-556-5868).

366 Communication equipment

● **36600—INDIA**—Supply of telecommunication cable accessories such as loading coil joint, condenser joints, T-joints, transformers and tool kits. Tender No. RE(S)/24; bid deadline Mar. 9. Joint Director, Railway Electrification Stores, Railway Board, Rail Bhavan, Roisina Road, New Delhi 1. Tender documents may be obtained for a fee of $5.50 from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. One copy is available on a short-term loan basis to firms located in the U.S. from the Communication and Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

36620 — YUGOSLAVIA — Flight simulator equipment for training pilots to man Aero Commander, Convair Metropolitan aircraft. Pan Adria Airlines, Attn: Mr. Slavijan Belamaric, Gen. Mgr. (air transportation), Zagreb. WTD in preparation.

367 Electronic components, accessories

36795—JAMAICA—Approximately 200 music cassettes per mo. Philian Ltd. (retailer), c/o Homelectrix, Tropical Plaza, Kingston 10. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

37141 — FINLAND — Original components for rebuilding and repairing of "Continental" and "GM" motor vehicle engines of following series: Continental: Y 112, F 162, 6209 and 6224; GM: m/71 and m/53. Tammer Diesel Oy (Veikko O. Tuomi, Managing Dir.) (rebuilder, repairer of internal combustion engines), Vihiojantie 12, Tampere. WTD 12/69.

379 Transportation equipment

37910 — FRANCE — Frames for mobile homes. Once assembled, would consist of two or more units approximately 23 ft. long and 8 ft. large. INTERMAT (importer, distributor, manufacturer), 21 Rue des Sports, 81-Mazamet. WTD 7/69.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—KOREA**—Supply of rubber testing equipment including flex cracking tester; shearing viscometer with recorder; tube press; impact resilience rebound tester; tensile tester; plastometer; abrasion tester; skid resistance tester; and more. Tender No. KDFC-IBRD-69-11; did deadline Feb. 28. Invited by Hankook Tire Mfg. Co., Ltd., #365, Shindorim-dong, Youngdongpo-ku, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

384 Surgical, medical, dental instruments

38410 — ISRAEL — Hospital and medical equipment, catheters and disposable plastic sterile hypodermic syringes, with and without needles, other disposables. Direct purchase and exclusive agency. Pharma Ltd. (importer, distributor/wholesale, agent), 1 Ben Yehuda St., Jerusalem. WTD in preparation.

38421—ISRAEL—Surgical and orthopedic items such as wheel chairs, walkers, crutches, canes, splints, trusses, other patient aids. Direct purchase and exclusive agency. Osrogi Ltd. (importer, distributor/wholesale, agent), 56 Allenby Rd., P.O. Box 4773, Tel Aviv. WTD in preparation.

386 Photographic equipment

38611—KOREA—Cameras, solid state, 60 cycle, 100 V, and television receivers for use of security, surveillance purposes. Direct purchase and agency. Sung Pung Enterprises Co. (importer, distributor, agent), I.P.O. Box 2089, Seoul. WTD 1/69.

394 Toys

39410 — GERMANY — Structural toy sets, craft and hobby kits and sets, toy and hobby models: air planes, boat, ship, railroad equipment, etc. Price quotations c.i.f. European ports. Direct purchase and/or agency. Gerd Roehricht & Co. (importer, agent, exporter), 5a Bertholdstrasse, 42 Oberhausen-Osterfeld. WTD 12/69.

Trinidad requests quotations on supply of electrical items

The Purchasing Officer, Trinidad & Tobago Electricity Commission, P.O. Box 121, Port of Spain, Trinidad, W.I. has issued Tender No. 1866 for 4,000 Turnbuckles (Story Swivels); Tender No. 1867 for 4,000, 115 V, 60 Cycle Ballests for 2 x 20 Watt Fluorescent Fittings; Tender No. 1868, PVC Underground Cable. **The bid deadline is Mar. 13.**

Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce 20230 ★(202-967-4241). A review copy will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

Visiting Buyers and Officials

INDIA—H. P. Lohia, Managing Director, and O. P. Bhartia, Deputy Managing Director, Cutler Hammer India Ltd., 38 Netaji Subhas Road, Calcutta 1, **interested in locating a U.S. partner to manufacture integrated circuits and electronic devices.** Jan. 21 via New York for 3 weeks. c/o Indian Investment Center, 708 Third Ave., New York, N.Y. 10017 or Cutler Hammer, Inc., 4201 N. 27th St., Milwaukee. Itinerary: New York, Milwaukee, Dallas, North Adams, Mass., Phoenix, Newark, N.J. WTD in preparation.

INDIA—Ramanbhai B. Amin, Chairman, and N. B. Vaze, Financial Director, Alembic Chemical Works Co. Ltd., Alembic Road, Baroda 3, **interested in U.S. collaboration for manufacture of polypropylene and polypropylene fiber.** Second week of February via New York for 2-3 week trip. c/o Eli Lilly International, Indianapolis, 46206. Itinerary: New York, Indianapolis, Tulsa, Philadelphia, Chicago, San Francisco. WTD 1/70.

Belgrade firm interested in paper, raw materials

A Belgrade import-export house is seeking price quotations from U.S. suppliers on the following items: 10,000 tons sulfate kraft paper, weight 150 grams per sq. meter in rolls of 180 centimeters width; 10,000 tons fluted rolled paper (for packaging), weight 125-130 grams per sq. meter in rolls 180 centimeters width; 2,000 ton annual delivery over five-year period for sulfate bag paper, weight 70-72 grams per sq. meter on rolls 102 centimeters width, roll diameter 105 centimeters on spools of 7-7.5 centimeters in diameter; 10,000 tons bleached spruce cellulose for manufacture fine grade papers.

Price quotations should be c.i.f. Rijeka or f.o.b. New York and should be accompanied by pro forma invoice in six copies. Interested firms should contact Vojislav Neskovic, "Chromos," Toplicin Venac 27, Belgrade, Yugoslavia. WTD 4/69.

India issues tenders for long haul microwave equipment

The Joint Director Telecommunications, Railway Board, New Delhi, India, has issued Tender No. 69/W3/MN/2 for the supply of narrow band, long haul microwave equipment. The bid deadline is March 16, 3 p.m.

Bids should offer narrow band, long haul microwave equipment for various sections of the Indian Railway System, including antennas, test equipment and spare parts.

Copies of the tender announcement and specifications are available from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008. The tender fee of $6.50 is not refundable and one copy is available on a short-term loan basis to firms located in the U.S. from the Communications and Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

221 Broad woven fabric mills, cotton

22117—SWEDEN—Finished cotton apparel fabrics. AB Niltex (importer, agent), Sodra Storgatan 5, S-252 23 Halsingborg. WTD 1/70.

222 Broad woven fabric mills, manmade fiber, silk

22218—SWEDEN—Finished synthetic apparel fabrics. AB Niltex (importer, agent), Sodra Storgatan 5, S-252 23 Halsingborg. WTD 1/70.

223 Broad woven fabric mills, wool

22313—SWEDEN—Finished wool apparel fabrics. AB Niltex (importer, agent), Sodra Storgatan 5, S-252 23 Halsingborg. WTD 1/70.

249 Wood products

24994 — PAKISTAN — Insulation products for construction of cold storage. Mapara & Co. (importer, agent), 54 Motijheel Commercial Area, Dacca-2, East Pakistan. WTD in preparation.

282 Synthetic materials

28213 — BRAZIL — Plastics materials and resins; almost exclusively polyvinyl chloride and polypropylene. SOTIL-Sociedade Tecnica Industrial Ltda. (agent), Rua 24 de Maio 35, 8° andar, Sala 815, Caixa Postal 6916, Sao Paulo, S.P. WTD 12/69.

28220—BRAZIL—Synthetic rubber and synthetic resins for rubber industry. SOTIL-Sociedade Tecnica Industrial Ltda. (agent), Rua 24 de Maio 35, 8° andar, Sala 815, Caixa Postal 6916, Sao Paulo, S.P. WTD 12/69.

287 Agricultural chemicals

28790—AUSTRALIA—Chloronated chemicals such as chloroparafin, chlorobenzenys, trichloroethylene; inorganic chemicals including all metal salts; micronutriments including metal chelates. Hardman Chemicals Pty. Ltd. (importer, distributor, manufacturer), Cnr. Chapel & Fitzroy Sts., Marrickville, N.S.W. 2204. WTD 12/69.

28790—FRANCE—Agricultural pesticides; agricultural insecticidal preparations; agricultural chemicals; herbicidal preparations. Correspondence requested in French. Societe Henri Biales & Cie (agent), Rue du Moulin de Semalen, Residence des Lycees, 34-Montpellier. WTD 1/70.

306 Fabricated rubber products

30690 — SWEDEN — Life preservers; all kinds of boat accessories. Swedish Ground-Effect Machine Products Ltd. AB (importer, distributor, agent), Grevgatan 61, S-114 59 Stockholm. WTD 1/70.

342 Cutlery, hand tools, general hardware

34232—ITALY—Garden hand tools. Pietro Gialdini, S.p.A. (distributor, manufacturer), Via Milano 16, Brescia. WTD 9/69.

34233—ITALY—Metal and wood working hand tools. Pietro Gialdini, S.p.A. (distributor, manufacturer), Via Milano 16, Brescia. WTD 9/69.

34291—SWEDEN—Marine hardware and all kinds of boat accessories. Swedish Ground-Effect Machine Products Ltd. AB (importer, distributor, agent), Grevgatan 61, S-114 59 Stockholm. WTD 1/70.

343 Heating apparatus, plumbing fixtures

34336 — NETHERLANDS — Oil and gas burner components; air moving devices. Exclusive agencies for Benelux area. Handelsonderneming "IMOVEX" (Attn: W. Overkamp) (importer, distributor/exporter, agent), 1 Groenstraat, Oisterwijk. WTD 1/70.

349 Fabricated metal products

34941—FRANCE—Regulating and control valves, all metals, pressures and types. Descriptive literature, price lists requested. Agero S.A. (importer, distributor, agent), 232/234 Rue Camille Godard, 33 Bordeaux. WTD 1/70.

34946—FRANCE—Valves and pipe fittings for hydraulic, pneumatic and fluid transfer systems. Descriptive literature, price list requested. Agero S.A. (importer, distributor, agent), 232/234 Rue Camille Godard, 33 Bordeaux. WTD 1/70.

351 Engines, turbines

35193—PAKISTAN—Marine diesel engines including parts. Sarz Wood Industries (importer, manufacturer, agent), 22 Pratap Das Lane, Dacca-1, East Pakistan. WTD 11/69.

353 Construction, mining, materials handling machinery, equipment

35311—PAKISTAN—Contractors' off-highway wheel tractors. Mapara & Co. (importer, agent), 54 Motijheel Commercial Area, Dacca-2, East Pakistan. WTD in preparation.

35316—GUATEMALA—Concrete ready-mix truck mixers—6 to 10 cu. yd. capacity agitators. Mezcladora, S.A. (importer, distributor, manufacturer), 15 Avenida 17-01, Zona 6, Guatemala City. WTD 12/69.

35316—PAKISTAN—Concrete mixers, pavers, vibrators and batching plant; bituminous distributors, pavers and asphalt plants. Mapara & Co. (importer, agent), 54 Motijheel Commercial Area, Dacca-2, East Pakistan. WTD in preparation.

35318—PAKISTAN—Construction machinery for mounting on tractors, shovel loaders, dozers for mounting on tractors and front-end loaders. Mapara & Co. (importer, agent), 54 Motijheel Commercial Area, Dacca-2, East Pakistan. WTD in preparation.

354 Metalworking machinery

35482—ITALY—Metal and wood working power driven tools. Pietro Gialdini, S.p.A. (distributor, manufacturer), Via Milano 16, Brescia. WTD 9/69.

35482 — SWITZERLAND — Power driven hand tools accessories, etc., for do-it-yourself shops. Remaco AG, Attn: Mr. Looser (agent), Steinengraben 44, 4000 Basel. WTD 12/69.

355 Special industry machinery

35513—NETHERLANDS—Half and fully automatic vacuum packaging machines for food industry, especially deep drawing and flat pack vacuum packaging machinery; half and fully automatic foodtainer packaging machinery. Representation for Common Market area. Henkelman N.V., Attn: Willem M. Henkelman, Gen. Mgr. (importer, distributor, exporter), 13 Rietveldenweg, 's-Hertogenbosch. WTD 12/69.

35531—PAKISTAN—Woodworking machinery including sawmill equipment, sawing machines, chain saws. Sarz Wood Industries (importer, manufacturer, agent), 22 Pratap Das Lane, Dacca-1, East Pakistan. WTD 11/69.

35551—ITALY—Offset printing machines. Fotorex (importer), Via Fiume 48, Sesto S. Giovanni (Milan). WTD 10/69.

356 General industrial machinery

35640—NETHERLANDS—Air moving devices. Exclusive agencies for Benelux area. Handelsonderneming "IMOVEX" (Attn: W. Overkamp) (importer, distributor/exporter, agent), 1 Groenstraat, Oisterwijk. WTD 1/70.

357 Office, computing, accounting machines

35730 — GERMANY — Equipment for data logging, data generators. Dynamco GmbH (distributor, agent), 6078 Zeppelinheim, Admiral-Rosendahl-Str. 12. WTD 1/70.

358 Service industry machines

35851—NETHERLANDS—Air moving devices. Exclusive agencies for Benelux area. Handelsonderneming "IMOVEX" (Attn: W. Overkamp) (importer, distributor/exporter, agent), 1 Groenstraat, Oisterwijk. WTD 1/70.

35852 — MAURITIUS — Air conditioners; specifications: supply voltage, 230 V ± 6% AC; power input, 1.0 Kw, 1.5 Kw and 2.0 Kw; single phase; 50 HZ frequency. Central Electricity Board (government agency), Curepipe.

35892—AUSTRALIA—Package industrial and commercial effluent purification units of all sizes. R. W. Case Pty. Ltd. (importer, distributor, agent), Links Ave., P.O. Box 161, Hamilton Central, Brisbane, Queensland 4007. WTD 8/69.

361 Electric transmission, distribution equipment

36132—AUSTRALIA—Power circuit breakers including high voltage, 132-1,000 kv; low oil content, 132-330 kv; air blast, 132-1,000 kv; s f 6. Clyde Carruthers, member of Clyde Industries. Attn: George Uhr, Mgr., Power Division (importer, distributor, manufacturer), Tower Bldg., Australia Square, Sydney, N.S.W. 2000. WTD 2/69.

362 Electrical industrial apparatus

36212—AUSTRALIA—Integral horsepower motors and generators, specifically: steam, water and gas turbines, 6-10,000 rpms, 10-50,000 hp.; marine turbines, 40 a + O to super critical. Clyde Carruthers, member of Clyde

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Industries. Attn: George Uhr, Mgr., Power Div. (importer, distributor, manufacturer), Tower Bldg., Australia Square, Sydney, N.S.W. 2000. WTD 2/69.

36213—AUSTRALIA—Electric motors for crane and tractor, D.C.-A.C., variable speed, 400 v.-11 kv, 200-12,000 hp. Clyde Carruthers, member of Clyde Industries. Attn: George Uhr, Mgr., Power Div. (importer, distributor, manufacturer), Tower Bldg., Australia Square, Sydney, N.S.W. 2000. WTD 2/69.

36215—AUSTRALIA—Alternators / generators with 3-1,000 mw capacity, 2-4 pole, 415 v.-25 kv. Clyde Carruthers, member of Clyde Industries. Attn: George Uhr, Mgr., Power Div. (importer, distributor, manufacturer), Tower Bldg., Australia Square, Sydney, N.S.W. 2000. WTD 2/69.

365 Radio, television receiving sets

36510—SWITZERLAND—Consumer and professional audio/video equipment. Impetus S.A. (importer, distributor, agent), 2 Via Berna, 6900 Lugano. WTD 12/69.

36514—ITALY—Hi-fi speaker systems, radio receiving tuners; hi-fi amplifiers, magnetic stylist for record players, record changers. Gemco of Italy, s.r.l. (distributor, manufacturer), Viale Restelli 5, Milan. WTD 12/69.

366 Communication equipment

36620—SWEDEN—Electronic search and detection apparatus, including radar; electronic military, industrial, and commercial equipment. Satt Elektronik AB (importer, manufacturer, exporter), Box 320 06, S-126 11 Stockholm 32. WTD 10/69.

367 Electronic components, accessories

36740—SWEDEN—Solid state devices for military applications. Satt Elektronik AB (importer, manufacturer, exporter), Box 320 06, S-126 11 Stockholm 32. WTD 10/69.

36795 — GERMANY — Electronic transducers. Dynamco GmbH (distributor, agent), 6078 Zeppelinheim, Admiral-Rosendahl-Str. 12. WTD 1/70.

371 Motor vehicles, motor vehicle equipment

37140—NETHERLANDS—Automobile accessories, all kinds. Competitive prices essential. Royal Regouin International (Attn: J. M. Regouin Mgr.) (importer, distributor, exporter), 3 Grotestraat, Cuijk. WTD 1/70.

381 Engineering, laboratory, scientific, research instruments

38111 — SWEDEN — Navigational instruments. Swedish Ground-Effect Machine Products Ltd. AB (importer, distributor, agent), Grevgatan 61, S-114 59 Stockholm. WTD 1/70.

382 Instruments for measuring, controlling, indicating physical characteristics

38210 — GERMANY — Electronic counters, other measuring equipment. Dynamco GmbH (distributor, agent), 6078 Zeppelinheim, Admiral-Rosendahl-Str. 12. WTD 1/70.

38212 — AUSTRALIA — Industrial and household water meters. C. W. Donney & Sons, Attn: John Harrex (importer, distributor, manufacturer), 71-85 Tattersalls Rd., Blacktown, N.S.W. 2148. WTD 4/69.

38213—GREECE—Viscosimeters. Requests c.i.f.-Piraeus price quotations. The Athens System (importer, distributor, agent), 43 Xenias St., Athens 621. WTD 10/69.

38216—ITALY—Ultrasonic controls; nondestructive testing equipment. MAS (distributor), Piazza S. Francesca Romana, 3, Milan. WTD 11/69.

383 Optical instruments, lenses

38311—GREECE—Polariscopes. Requests c.i.f.-Piraeus price quotations. The Athens System (importer, distributor, agent), 43 Xenias St., Athens 621. WTD 10/69.

386 Photographic equipment, supplies

38612—ITALY—Electrostatic copying machines, paper and chemicals, paper for "dual spectrum" type reproducing machines. Fotorex, S.p.A. (importer), Via Fiume 48, Sesto S. Giovanni, Milan. WTD 10/69.

38617—SWEDEN—Thermal copying paper and film; thermal stencils for electrostatic copying; novelties within this branch. Eric Rahmqvist AB (importer, distributor, agent), 15 Rasundavagen, S-171 52 Solna. WTD in preparation.

394 Toys, amusement, sporting goods

39410—ITALY—Model toys (stamped metal model automobiles). ITALOTRADE (distributor), Corso Magenta 43, 20123 Milan. WTD 11/69.

39493 — FRANCE — Any types of leisure time items such as games, sporting goods, which can be used on ocean or lake beaches. Correspondence requested in French. Pedalys (importer, agent), B.P. 6, 56 Promenade des Lices, 81-Rabastens. WTD 1/70.

39493 — SWEDEN — Archery equipment. Bagskytte-Centrum Hartelius & Friis AB (importer, distributor, agent), Andra Langgatan 40, S-413 03 Goteborg. WTD 1/70.

39493—SWITZERLAND—Advanced skindiving (scuba) equipment, accessories. Hannes Keller Unterwassertechnik AG (importer, distributor), Morgentalstrasse, 8355 Aadorf. WTD 12/69.

Leads for Importers

Commodities are offered direct unless specified

251 Household furniture

25121 — BRAZIL — Upholstered armchairs and sofas, modern, "dimensional line"; wooden coffee and dining tables, with optional marble tops. Requests replies in Portuguese or Spanish. Francisco Javier Sanchez-Malo Perez (manufacturer), Rua Indalecio Costa 870, Caixa Postal 30, Tiete, S.P. WTD 1/70.

274 Publishing

27413—AUSTRIA—Patented road maps for motorists with automatic indication of distances, service stations, motel locations, etc., particularly suitable for use as advertising item by oil companies, automobile clubs, motel chains and similar enterprises. Samples available on loan from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce, Washington, D.C. 20230. BENCO-Werbeverlag (manufacturer, exporter), Beatrixgasse 19, A-1030 Vienna. WTD 1/70.

373 Ship building, repairing

37323 — FRANCE — "PEDALYS" small pleasure boat with paddle and propeller; sail and motor adaptable. Requests replies in French. PEDALYS (sales agent), BP 6, 56 Promenade des Lices, 81-Rabastens. WTD 1/70.

Bangkok agency issues tender for purchase of equipment for use in vocational schools

The Department of Vocational Education, Ministry of Education, Bangkok, has issued Tender No. LIVE 16 for a large supply of tools and equipment for automotive repair training and mechanical services. Included are: full range of tools, such as woodworking, light metal working, plumbing, testing and other equipment in varying sizes and quantities.

The tender is connected with the "Live-16 Project" to improve vocational education. Bid deadline is Mar. 10.

Copies of the specifications are available on a short term loan basis to firms domiciled in the U.S. from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

Intent to purchase announced by telecommunications agency

The Nepal Telecommunications Board has announced the intended purchase by tender of telecommunications equipment. The equipment to be purchased is as follows: manual and automatic crossbar telephone exchanges, telephone instruments, tropospheric scatter radio equipment, single channel radio telephones, miscellaneous H.F. radio equipment, microwave and multiplex carrier, antennas and towers and power equipment, one automatic telex exchange, one international telex switchboard, teleprinters and telephone cables.

Interested suppliers are invited to notify the Chief Executive Nepal Telecommunications Board, Singha Durbar, Kathmandu as soon as possible, indicating items they wish to submit tenders on.

This purchase is to be financed from a $1.7 million I.D.A. Loan.

Agency franchise agreement desired by Pakistani company

A Pakistani firm is interested in obtaining an agency franchise agreement with U.S. construction firms for the supply and erection of pumps, regulators, navigational lock gates and associated equipment for the Chandpur Irrigation Project, Comilla, East Pakistan.

Interested firms should contact United Builders & Engineers, Shareef Mansion (6th Floor), 56-57 Motijheel Commercial Area, P.O. Box 589, Dacca-2. WTD 4/69.

Calendar *for international traders*

CHICAGO—Feb. 17-18—Thirty-third Chicago Mid-American World Trade Conference, LaSalle Hotel. Sponsors: International Trade Club of Chicago and the Chicago Association of Commerce and Industry.

CHICAGO—Feb. 19—Meeting of Chicago Midwest Credit Management Assn., Bismarck Hotel.

CINCINNATI—Feb. 25—Advanced Seminar in International Business Problems—Fifth of five sessions, University of Cincinnati. Topic: Licensing. Sponsors: University of Cincinnati, REEC, World Trade Club, and Commerce Field Office.

CLEVELAND—Feb. 18—Basic Export Workshop, 10 a.m. to noon. Commerce Field Office.

CLEVELAND — Feb. 25 — Export Documentation Workshop, 10-12 noon, conference room, Cleveland World Trade Assn., Union Commerce Bldg.

DANBURY, CONN.—Feb. 18—Export seminar in the Directors Room, State National Bank, 330 Main Street. 9:30 a.m. to noon. Sponsors: State National Bank, Danbury Chamber of Commerce, REEC, and Commerce Field Office.

DAYTON, OHIO—Feb. 25—Second Annual Export Trade Workshop—Fifth of seven sessions, University of Dayton. Sponsors: University of Dayton, REEC, Dayton World Trade Committee, and Commerce Field Office.

DETROIT—Feb. 17—Export Workshop, 10 a.m., Commerce Field Office, 533 Federal Bldg.

DETROIT—Feb. 19—World Trade Club of Detroit, Pick-Fort Shelby Hotel, 6 p.m.

FAIRFIELD, CONN.—Mar. 3—Export Managers of Bridgeport (Southern Connecticut) luncheon, 12-2 p.m., Fairfield Motor Inn.

GRAND RAPIDS, MICH.—Feb. 24—Western Michigan World Trade Club, Swiss Chalet, 6 p.m.

GREENSBURG, PA.—Feb. 18—Export Luncheon Forum, Lakeview Restaurant, noon. Sponsors: Greensburg Chamber of Commerce, Commerce Dept.'s Pittsburgh Field Office.

GREENVILLE, MISS.—Feb. 17—Export Workshop, Greenville Country Club. Sponsors: REEC and Commerce's Memphis Field Office.

HELENA, MONT.—Feb. 19—8:45 a.m.-4 p.m. Montana Chamber of Commerce Offices. "Foreign Trade Seminar."

HONOLULU—Feb. 18—'How to Get Started in Export-Import' workshop, 10 a.m., Commerce Field Office.

MEMPHIS—Feb. 17—Memphis World Trade Club meeting, Sheraton Motor Inn.

MEMPHIS—Feb. 18—Mid-South Exporters' Roundtable, Sheraton Motor Inn.

MIAMI, FLA.—Feb. 18—Export workshop on Ocean Transportation and Containerization 10 a.m., Commerce Field Office. Sponsors: South Florida Regional Export Expansion Council, Miami Field Office.

MIAMI, FLA.—Feb. 25—Export workshop on Ocean Transportation and Containerization 10 a.m., Commerce Field Office. Sponsors: South Florida Regional Export Expansion Council, Miami Field Office.

MILWAUKEE—Mar. 5—Milwaukee World Trade Club monthly meeting, Holiday Inn, Midtown. Speakers: James Foster, Northwest Orient Airlines, Minneapolis, and F. L. Betz, Lykes Bros. Steamship Co., New Orleans.

NEW ORLEANS—Mar. 2—First of six weekly seminars on Export Financing and Credit Problems, 7:30 p.m., Louisiana State University in New Orleans. Sponsors: L.S.U., Louisiana-Mississippi REEC, Commerce Field Office.

NEW YORK—Feb. 17—Foreign Credit Interchange Bureau's Hardware, Automotive and Allied Trades Group luncheon, Advertising Club, 23 Park Ave., 12:30 p.m.

NEW YORK—Feb. 19—Foreign Credit Interchange Bureau's Drug, Chemical and Food Export Club luncheon, Advertising Club, 23 Park Ave., 12:15 p.m.

NEW YORK—Feb. 23—American Management Assn. meeting on the New U.S. Policy for Latin America —Effects on U.S. Business. Speaker: **Harold B. Scott, Director, Bureau of International Commerce, U.S. Dept. of Commerce.**

NEW YORK—Feb. 25—First of eight Wednesday evening seminars on Planning and Organizing For International Trade, course offered by Pace College, New York City. Sponsors: Commerce Field Office, Small Business Administration, Foreign Commerce Club of New York, and New York REEC.

NEW YORK—Feb. 26—National Industrial Conference Board's Financial Conference on the "Dwindling U.S. Trade Surplus." Waldorf-Astoria Hotel. **Speaker: Lawrence A. Fox, Deputy Asst. Secy. of Commerce for Trade Policy.**

PINE BLUFF, ARK.—Feb. 18—Export Workshop, Chamber of Commerce headquarters. Sponsors: Pine Bluff Chamber of Commerce, REEC, Commerce's Memphis Field Office.

ST. JOSEPH, MO.—Feb. 24—Export Market Development Workshop 9-11:30 a.m., Chamber of Commerce, 510 Francis St. Sponsors: Commerce Field Office and REEC.

ST. JOSEPH, MO.—Feb. 24—Export Documentation Workshop 2-4 p.m., Chamber of Commerce, 510 Francis St. Sponsors: Commerce Field Office and REEC.

ST. LOUIS—Feb. 17—"Show You" Export Workshop on Documentation. Conference Room, Federal Building. 2 p.m. Sponsors: World Trade Club, Chamber of Commerce, and Field Office.

SEATTLE—Feb. 17—"Banking & Insurance for Exporters," 8021 Federal Office Bldg., 10 a.m. to noon, Seattle Field Office.

WASHINGTON, PA.—Feb. 18—Export Luncheon Forum, George Washington Hotel, noon. Sponsors: Washington Chamber of Commerce, Commerce Dept.'s Pittsburgh Field Office.

YORK, PA.—Feb. 17—Monthly meeting of the York Area World Trade Assn., York Chamber of Commerce offices, noon. Speaker: William Menseck, vice president, Fidelity Bank. Topic: South American Trade.

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- Food Processing and Packaging Equipment—The Netherlands—69-129
- Food Processing and Packaging Equipment—Switzerland—69-127
- Gas Distribution, Utilization Equipment—United Kingdom—69-104
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- Laundry and Dry Cleaning Equipment—France—69-118
- Material Testing Equipment—Sweden—69-115
- Measurement, Control Instruments—Mexico—69-101
- Mechanical Transmission Equipment—United Kingdom—69-105
- Metal Casting Equipment Market—Japan—69-108
- Microfilm and Reprographic Equipment—United Kingdom—69-113
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Future demand

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Electronic Data Processing—France

U.S. Seen Continuing to Lead French Import Market

French domestic sales of computers and electronic data processing (EDP) systems were estimated at $280 million[1] in 1968 and are expected to increase to about $615 million by 1971. French imports should double by 1971 to $200 million with the United States supplying about $60 million, or 30 percent. French imports of computers and EDP systems almost doubled between 1966 and 1967—from $53 million to $105 million (see table 3). However, imports levelled off in 1968 to $97.2 million partly due to temporary factors affecting the French economy. The United States was the principal supplier of this equipment, providing $34 million of the total (35 percent). Italy and West Germany followed closely, the former supplying $20.8 million with a 21 percent share of imports and the latter $19.1 million with a 20 percent share. Sweden and the United Kingdom were next with import market shares of 14 percent and 6 percent respectively. Despite the marginal decline in total French EDP imports in 1968, the United States increased its share of the import market by 5 percentage points over the 1967 figure while the value of its sales rose by $2.6 million.

Imports from the United States should continue to rise in value sustained by the introduction of a fourth generation of computers. However, the U.S. import market share may decline somewhat in the face of intensified competition from the United Kingdom and European Economic Community (EEC)[2] suppliers, including U.S. subsidiaries in those countries. Nevertheless, U.S. firms will continue to supply the lion's share of the market through domestic production by their subsidiaries in France as well as by exports from the United States.

Product Identification

According to U.S. Department of Commerce research, prospects appear excellent for U.S. export sales of very large as well as small computers. It is at these extremes of the range that French industry has not yet developed full production capability. Peripherals also offer a very good market because French production of such items is still in an early stage of development.

Products with the highest sales potential are:
- Data transmission systems
- Graphic and data plotters
- MICR reader/sorter systems
- Optical scanners and code readers
- Readers and readout devices

Products with good sales potential are:
- Acoustical cabinets
- A/DVD/A converters
- Computer room environment systems
- Core memory systems
- Dictation/Transcription systems
- Edge-punch card sorter systems
- Electronic calculators
- High speed printers
- Imprinters
- Information retrieval systems
- Keyboard and punch encoders
- Magnetic memory drums
- Magnetic tape/paper tape converters
- Magnetic tape transports
- Microfilm readers/printers
- Multiplex synchro to digital converters
- Parallel to serial converters
- Portable instrumentation tape recorders
- Punch card systems
- Punching units
- Random access disc memories
- Time collection devices
- Universal code and tape converters

See also pages 2 and 5

[1] All values are given in U.S. dollars at the rate of $1 equals 4.94 francs.
[2] Other EEC countries are: Belgium, Luxembourg, the Netherlands, West Germany and Italy.

U.S. Department of Commerce/ Bureau of International Commerce

See inside back cover for details.

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